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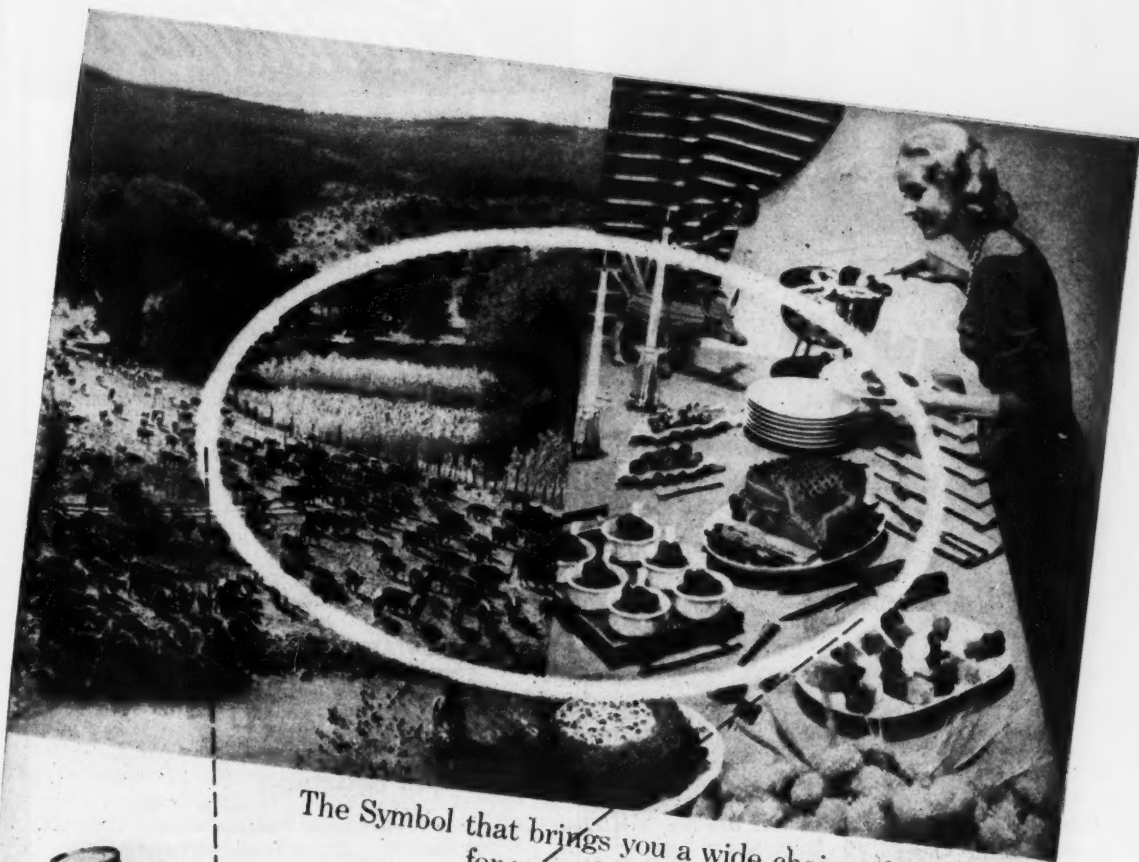
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# 50th anniversary



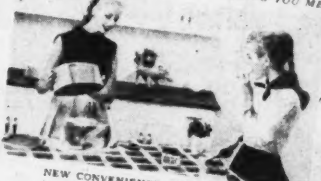
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## THE NATIONAL *Provisioner*

VOLUME 135 SEPTEMBER 29, 1956 NUMBER 13

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# The History of the American Meat Institute and its Predecessor Associations

## PROLOGUE

September 30, 1906

September 29, 1956

**T**HE Sunday evening of September 30, 1906 is a gloomy one in the lobby of the Grand Pacific hotel in the city of Chicago.

Who are these men who lurk self-consciously in the gas-lit shadows among the potted palms, watching eagerly as newcomers hurry through the front door from the rainy night outside? Is the stately gentleman with the long white beard an anarchist? He certainly mutters in German, and then speaks in flowing English to the slender young Irishman at his side:

"Where are they? Where are Gus Bischoff and Charley Kerber and Will Focke and Charley Klinck and Ralph Decker and Jim Agar? Do you suppose Swift and Morris and S. & S. and Armour will have someone here?"

The two men pace and sit, waiting to see what will happen. Finally, about 8 o'clock, when it begins to look as though a frost has fallen, a lone figure comes through the door, peering about suspiciously.

It is O. J. Danzeisen, president of the Danzeisen Packing Co., Decatur, Ill. He is assured that he is among friends, and seems greatly relieved in mind.

The two watchers are not subversives, but a leading meat packer and a journalist—General Michael Ryan and George L. McCarthy—and they are waiting to see whether the meat industry's great need for union will overcome the enmities, suspicion and narrow individualism that have long held American packers apart.

However, before the evening is over, the rooms off the lobby begin to fill with packers in a friendly mood. Here are Bischoff and Kerber and Raphael Mannheimer and Fred Krey; there are Klinck and Focke, John Rath, Joseph Sahlen, Nuckolls, J. F. Sucher, Fred Eckart, and John Felin. By the door are Jim Agar and Ralph Decker, Joe Allerdice, Charles Rohe, Paddy Brennan, August Luer, A. J. Major, and the Roth brothers from Cincinnati, as well as Harry Heller, James Garneau, H. Kohrs, Charley Wolff and E. A. Reinemann.

In the pages that follow we have tried to tell the story of what has happened during the 50 years since that Sunday night in 1906. We have placed considerable emphasis upon the early years of the American Meat Packers Association and the Institute of American Meat Packers, and on the men who led and worked with these associations. The attrition of time has already eaten into the records of the happenings of these early days, and we deemed it desirable to compile the available material as completely as possible.

We have paid less attention to detail once we reached the main stream of American Meat Institute activity, for that powerful current goes rolling forcefully onward and expanding in a manner which is familiar to the whole meat industry.

The primary source of material for this history of the AMPA-IAMP-AMI has been the files of THE NATIONAL PROVISIONER, as scanned by Marilyn Moninger of the NP, and the minutes of the executive committee and directors of the association. Oscar G. Mayer, A. D. White and A. C. Schueren and staff members of the AMI and the American Meat Institute Foundation have also given help. Material has been checked and placed in its proper relationship with the aid of "American Live Stock Markets and Marketing" by C. B. Heinemann (unpublished mss. of 1938); "The Significant Sixty;" "The American Livestock and Meat Industry" (1923) by Rudolf A. Clemen, and "Men, Meat and Miracles" (1952) by Bertram B. Fowler.

This is a history of American business democracy in action and of how, by cooperative effort, the companies and individuals of the AMPA-IAMP-AMI, have not only served themselves, but have also opened greater opportunities for farmers and livestock producers and have given the people of the United States a more wholesome and more healthful and an economical diet.

—THE EDITOR

# Call for Meeting of Meat Packers

To the Meat Packers of the United States:

We cordially invite you to a meeting to be held at the Grand Pacific Hotel, Chicago, Ill., Monday, October 1, 1906, for the purpose of forming an organization of American meat packers, if the meeting decides it advisable to do so. Kindly inform us if you will have a representative present. Your presence will not commit you to membership in the proposed organization.

## THE NATIONAL PROVISIONER

Produce Exchange, New York.

The following packing concerns have expressed themselves in favor of the calling of this meeting. Many others are non-committal but indicate they are desirous of becoming members providing there is nothing objectionable in the constitution and by-laws.

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## THE PACKINGHOUSE INDUSTRY

The value of products of the meat packinghouses of the United States is more than \$1,000,000,000 annually.

This is a sum exceeding the value of iron and steel products, textiles, or those of any other manufacturing industry in this country.

It is a sum larger than the entire appropriation of the United States Government for all purposes.

The annual balance of trade between all nations in favor of the United States is \$420,000,000. Of this amount the meat business brings \$242,000,000 to this country, or 57 per cent. of the total.

American packinghouses supply 120,000,000 people with meat every day in the year.

The capital employed in these establishments is \$238,000,000 and the number of men 87,000. This does not include the many other thousands indirectly employed in it.

The number of animals slaughtered in the packinghouses of the United States is more than 50,000,000 annually.

In less than fifteen years scores of by-products from these animals have been developed and what was formerly waste has been turned into products which have been sold for many millions of dollars.

THE MEAT PACKINGHOUSES FORM THE LARGEST MANUFACTURING INDUSTRY IN THE UNITED STATES.

BUT THERE IS NO ORGANIZATION IN EXISTENCE FOR PROMOTING THE COMMON INTERESTS OF THIS GREAT INDUSTRY NOR FOR THE SOCIAL MEETING OF THOSE ENGAGED IN IT.

The livestock, railroad, retail meat, fertilizer, glue, cotton-seed oil, soap, drug and other industries almost directly allied with the packinghouses have such organizations. There seems to be no good reason whatsoever why this industry should not have a representative association, and there are many reasons in favor of the proposition.

*We sincerely hope you will be represented at this meeting, preferably by one of your officers, and if you feel any hesitation about it let us impress upon you the fact that your attendance will in no way commit you to membership. After the constitution and by-laws are adopted you may become a member or not, as you elect. In either event you will doubtless find this gathering of men in your line of business a profitable one, both in a business sense and socially.*

*Permit us to further impress you with the fact that there is no ulterior motive in this call. It is not made in favor of any part of the trade, large or small, but in the interest of the ENTIRE AMERICAN PACKINGHOUSE INDUSTRY. Our own belief is that the organization should be formed at the time indicated, but the decision will have to be made by the meeting.*

*Trusting to have the pleasure of your attendance, we are,*

*Sincerely yours,*

THE NATIONAL PROVISIONER.

# United We Stand

## The Organization Meeting

**T**HE American Meat Packers Association—forerunner of the Institute of American Meat Packers and the present American Meat Institute—was born in one crisis. After more than a decade during which the meat industry had its first real experience with cooperative endeavor, the association was recreated during another emergency.

Yet, even from the very first, its founders and members planned, sometimes forgot and finally planned again for an agency which would represent *all* meat packers and processors, and which would continuously strive to advance the interests of the industry in all fields. Crisis may have furnished the sharp spur toward initial cooperation, but packers eventually learned from their first union that a wide range of problems could be attacked and solved through common effort.

Associations of business men having one or more common interests are not new; they appear to have flourished in Europe during the middle ages. In the meat business in the United States, association for mutual benefit was first focused on the interests of a local or specific product group, and then took on a regional and national character as the town butchers, commission curers and packers evolved into modern meat processors.

The cooperative urge in the industry was first expressed in such forms as the Chicago and the Cincinnati Pork Packers and Provision Dealers Associations, similar groups elsewhere, the Chicago Board of Trade and provision committees of local chambers of commerce. The Cincinnati group existed as early as 1870 and the Chicago Board of Trade was founded in 1848.

A national organization—the Pork Packers and Provision Dealers—appears to have held its first convention in 1872 and had as its aims the establishment of rules for cutting, curing and handling provisions, the compilation of production and stocks statistics and experimentation in pork plant operations. A more closely-knit national group—the Pork Packers Association of the United States—made its appearance in 1875.

However, even though the leaders of these groups were progressive men, and recognized that the business was becoming national rather than local and regional in character, the centripetal forces of fear, suspicion and ignorance prevented effective overall organization of the meat packing industry. Local associations played the dominant role during the balance of the nineteenth century and, in some cases, represented reaction making a last-gasp stand against the revolution brought about by the opening of the West and the refrigerator car.

Meanwhile, storm clouds began massing in the 1880's and 1890's, and although individual meat packers and small groups were able to beat down or avoid the early lightning of trust charges, Spanish-American War canned meat allegations and government investigations, the industry stood practically voiceless and defenseless when the hurricane of 1905-06 struck.

During these two years the meat packers were almost continually publicized, investigated and attacked. Their operating practices and their business methods were castigated in newspapers, magazines and in Upton Sin-

clair's novel, "The Jungle." The attack was led, in part, by trust-busting President Theodore Roosevelt and had a marked effect on a public already antagonistic to "big business" and suspicious about the purity and quality of the food it consumed. Both American and foreign consumers shied away from U.S. meat products.

In the spring of 1906, Congress and the President hammered out (and at each other) a federal meat inspection bill. The basic act became law on June 30, and took effect on October 1. One of the few favorable aspects of the measure was that it provided that inspection should be paid for from public funds.

Thus, meat packers and processors—Maine to Florida to Texas to Illinois to California—were confronted with new national regulation and a hostile U.S. public, without possessing any agency to work on common regulatory problems or to mitigate the hostility.

On August 25 the PROVISIONER issued a call (see facing page) for a meeting of packers, to be held on October 1, for the purpose of forming an organization of American meat packers. The magazine listed 93 firms which had expressed themselves in favor of association, and said that many others were non-committal, but had indicated that they were desirous of becoming members provided there was nothing objectionable in the constitution and by-laws.

More than 100 companies were directly represented at the organization meeting in the German room of Chicago's Grand Pacific hotel on October 1 and 2. George



*BIRTHPLACE of the American Meat Packers Association in 1906, the Grand Pacific Hotel in Chicago, about ten years later.*



L. McCarthy, business manager of the PROVISIONER and driving force behind the meeting, called the group to order. In his opening address, General Michael Ryan, president of the Cincinnati Abattoir Co. stated some of the objectives and principles to which the AMPA-IAMP-AMI has held for 50 years.

"Gentlemen, we have grown pretty big, haven't we?" General Ryan asked. "It's really time that we should get together in order to size ourselves up properly. . . We are here for the purpose of getting together. We want a little bit of social communion; we want an interchange of views and ideas through a national association. We want to consider the very important matters that come up from time to time, and by so doing, better our business. We want to investigate new discoveries and inventions and see how they can profitably be applied to our business. We want to eliminate all these awkward, old-fashioned, antiquated things and adjust ourselves to the new order."

McCarthy, secretary of the American Meat Packers Association from 1906 until his death in 1918, and who was nicknamed "Let's all pull together," by his associates, pinpointed what the organization should be:

"The sentiment that we wished to convey was that there would be no faction; that there would be no large or small packers in it as such, but the association was to be for everybody to meet on a common basis. I would remind you that whatever affects the big packer affects the little one more; whenever the big packer is jumped on, or laws are passed directed at him, it hurts you a good deal more than it does him.

"It is not to be denied that there are frictions, jealousies, enmities in the packinghouse trade, and I believe that these conditions exist because you do not have the opportunities for getting personally acquainted with each other. You have created prejudices against each other without even knowing why, and yet your interests are all exactly the same, whether your plants are large or small.

"With the strongest hands in the land often against you, you should work together legitimately, progressively and earnestly for the common good, instead of wasting your strength in tilts with each other."

McCarthy was brutal in pointing out one of the industry's deficiencies and indicating a problem on which the association has since worked, with growing success, over a long period:

"For years, whenever the industry has been attacked, you have shut up like clams, and you have shied away from newspapermen like you would a stick of dynamite . . . you should take the public and the newspapermen into your confidence. Talk. Educate them to know the magnificent work that has been accomplished by American packers during the last two decades."

Initial organization was not all easy sailing. As one participant in the meeting of 1906 reported during later years:

"It was easier to get acquainted socially than to break down the bars in the business sessions. At the first day's meeting, and for part of the second, most of those present remained on their guard. They just couldn't satisfy themselves that there wasn't a trick in it somewhere.

"It was here that the remarkable ability of General Michael Ryan as a presiding officer showed its value. He could make a speech on a minute's notice, and his personality helped greatly to thaw out the chill.

"However, clear up to the time of the adoption of the constitution and by-laws and the election of officers, the atmosphere of caution prevailed. Finally, just before the luncheon adjournment, J. Ogden Armour arose and said: 'Gentlemen, we are here to support every worthy

move of your new association. We have confidence in you. Go ahead and make your rules and nominate your officers, and we will vote for them without question.'

"That broke the ice, and from that hour the structure of the trade association for the meat industry began to grow."

Under the constitution and by-laws adopted at the organization meeting, active membership in the American Meat Packers Association was opened to "slaughterers of livestock and curers of joints;" other interested firms and individuals were to participate as associate members. All officers except the secretary were required to be active members.

Activities of the association were directed by a president, vice president, secretary, treasurer and executive committee of five. Officers for the first year were:

President, General Michael Ryan of the Cincinnati Abattoir Co., Cincinnati, Ohio; vice president, John J. Felin, John J. Felin & Co., Philadelphia, Pa.; secretary, George L. McCarthy, THE NATIONAL PROVISIONER, New York; treasurer, James L. Garneau, Laux Packing Co., St. Louis, Mo.

The executive committee was composed of: James S. Agar, Western Packing & Provision Co., Chicago; Matthew Danahy, Danahy Packing Co., Buffalo, N. Y.; C. A. Kerber, Kerber & Co. Elgin Ill.; Joseph Allerdice, Indianapolis Abattoir Co., Indianapolis, and Charles Rohe, Rohe & Brother, New York.

THE NATIONAL PROVISIONER was designated as the official organ of the association.

Much of the discussion at the first convention centered on the new Meat Inspection Act. Several packers voiced strong opposition to the policy under which they had to stand the loss on animals condemned by the inspection service, and there were suggestions: 1) That the government pay part of the cost, and 2) That livestock be bought on condition that the animals and meat pass inspection. The packers were warned that a concerted policy of the latter type might antagonize producers and the government, but that they were free to try to impose it as individual firms. Net weight marking of packages was also opposed and the group resolved to try to persuade the government to permit the use of "harmless" preservatives, such as boracic acid and salicylic acid, in the preparation of meat products.

The members approved a committee composed of the president, secretary and chairman of the executive committee to deal with federal authorities on regulatory matters.

L. M. Byles of Morris & Co., was the only large packer representative present at the first day's organization meeting, but delegates from Swift & Company, Schwarzschild & Sulzberger, Armour and Company and Cudahy Packing Co. attended on the second day and said that their companies were joining the association.

B. J. Mullaney of Armour and Company commented that "anything that interests the trade, interests us, and we are glad to become members," while B. F. Sulzberger of Schwarzschild & Sulzberger stated, "I am happy to join. I wonder why we didn't organize before." R. C. McManus of Swift & Company said that since packers were always confronted with problems of some sort, it was a good thing that they had organized as a central body to meet them.

Many new applications for membership were received by secretary McCarthy during the week following the meeting, among them being the National Packing Co. By the end of the year when the charter membership roll was closed the association had over 200 members; by April 30, 1907 the number had risen to 233 and in October, 1909 it stood at 419.



# Founders and Leaders

## AMPA—IAMP—AMI

**W**HAT manner of men were these first executives and other leaders of the association during the formative years? Many of them were close to, if not actually members of, the pioneer generations who had established meat packing as an industry in the United States. A good number of first and second generation German-Americans among the "founding fathers," as well as a sprinkling of Irish and English, gave the new organization of packers an international flavor.

Oscar C. Mayer, chairman of the board of Oscar Mayer & Co. and four times president (1924 to 1928) of the Institute of American Meat Packers, joined his father's company in 1909. One of his first duties was to assist Arthur D. White of Swift & Company, then in charge of convention banquet arrangements. Mayer recalls that his early work with the AMPA brought him into close contact with many of the founders and the industry leaders who succeeded them.

"Physically, many of these men were almost cast in a mold," Mayer relates, "in that they were hearty, con-

vivial, inclined to be fleshy and frequently had an impressive baldness. They were bulk slaughterers and sellers of meat and speculation was an inherent part of their business. Many of them were dignified and dominant figures in their communities—investors and directors in other businesses and owners of farmlands and estates.

"They had their hey-day during the early years of the AMPA, but the first World War and the depressions of the 1920's and 1930's brought an end to many of their companies.

"Most of them liked to have fun at the conventions—the Cincinnati bunch were leaders in such activities—and the social relationships and good fellowship of the AMPA provided the basis upon which they all began to work together in friendly fashion.

"Without the foundation of understanding and friendship that was constructed during the 1906-19 period, it would have been impossible to build the IAMP and AMI into the outstanding trade association it became during the later years."

GENERAL MICHAEL RYAN, first president of the American Meat Packers Association, was one of the most picturesque and interesting figures in an industry that had its full share. A Kilkenny-born Irishman, he could speak German fluently enough to confuse anyone as to his nationality, and knew the German philosophers and could quote Goethe. Ryan could boss a packinghouse or a convention (packer or political) with ease and his skill at extemporaneous speaking sometimes led casual observers to classify him as an orator and to overlook the shrewdness and diplomacy with which he managed his business, the activities of the infant trade association and his own political career.



MICHAEL RYAN

Ryan was born in 1845 and came to the United States when he was eight years old. His father was a butcher in Cincinnati and he went into the family business at the age of 15 and for more than 60 years thereafter continued his active role in the meat industry. On his father's death the family firm became Ryan Brothers and later the Cincinnati Abattoir Co.

In addition to his leadership of the packing company and the AMPA, Ryan was active in civic and public life. He was in turn alderman, mayorality candidate and president of the chamber of commerce in Cincinnati, quartermaster general of Ohio and assistant U. S. treasurer in charge of the Cincinnati sub-treasury. He was an ardent Democrat from his youth. In his capacity as Ohio Quartermaster General he played an important part in relief

work during the flood of 1884 and was a preserver of the peace during the courthouse riot following the flood. He served two terms as president of the AMPA and maintained his interest in the association and the affection of the members until his death in 1924.

JOHN J. FELIN, first vice president of the AMPA, was born on a farm near Jarrettown, Pa., in 1863. He remained on the farm until 1890, but meanwhile was bringing its products, such as cured meats, sausage and scrapple, into Philadelphia for sale. The demand for his meats was so good that he built a small sausage plant. The business prospered and the Germantown avenue plant of John J. Felin & Co., Inc., was erected. Felin is reported to have been the first processor to introduce successfully scrapple to consumers outside the Philadelphia area. Felin served as chairman of the AMPA executive committee for several years and was president of the association for 1914-



JOHN J. FELIN

15. He was a member of the first board of the IAMP, served as a vice president of the new association for many years and was its senior vice chairman at the time of his death in 1929. Thrifty in speech, but decisive in action once he had reached a conclusion, Felin was held in high esteem by his fellow packers and it was said in the trade that in all his dealings he "stood so straight he leaned over backwards." He disliked price-cutters among packers, and "grave-diggers" among customers, and did not mince words in speaking of either class.

GEORGE L. MCCARTHY, AMPA secretary from 1906 to 1918, was born in Memphis, Tenn., in 1874. He started with THE NATIONAL PROVISIONER in New York as an associate editor but soon became its business manager. After the death in 1908 of Dr. J. H. Senner, president of the Food Trade Publishing Co. which then published the NP, McCarthy was made president of the organization. "Mack" was a man of enthusiasm and great energy and his persuasive power and fairness welded the diverse elements of the industry together during the association's early years. McCarthy died in 1918 at the age of 44, a victim of a heart attack brought on by overwork. He was a member of the American Society of Refrigeration Engineers and many other organizations in the publishing and the food fields.



G. L. MCCARTHY

JAMES L. GARNEAU, the AMPA's first treasurer was born in St. Louis and was a member of one of the city's oldest families. He engaged in the cracker business from 1876 until 1896, when his firm sold out to National Biscuit Co. Then, in partnership with Fred Krey, he formed the Krey Packing Co. In addition to his connection with the Laux Packing Co., Garneau was a banker and was interested (1907) in the Waldeck Packing Co., Independent Packing Co., Mound City Ice & Cold Storage Co. and the Garneau Investment Co., all of St. Louis. He served as a member of the AMPA executive committee for several years. Garneau died during 1922.



J. L. GARNEAU

JAMES S. AGAR, son of the pioneer packer John Agar, was born in Chicago in 1864. In 1885 he formed the firm of Agar Brothers with his brother, John T. Agar, and carried on as a wholesale dealer in provisions until 1899 when the firm consolidated with his father's company, the Agar-Marshall Packing Co. under the style of Agar Packing Co. He served as president and treasurer of the firm and was also president of Western Packing & Provision Co. Agar is said to have plunged into the meat business with bodily vigor and mental strength and tenacity and is described as "modest, sturdy, unsparing in his devotion to work, intelligent and kindly in his consideration of fellow Chicagoans." He became vice president of the Wm. Davies Co. on its formation in 1919. Agar served as president of the AMPA for 1907-08 and was a member of the executive committee for several years. Brother John T. Agar, president of Wm. Davies, served as treasurer of the Institute for many terms.



JAMES S. AGAR

GEORGE ZEHLER, SR., president of the Zehler Provision Co. of Cincinnati, was one of the best known of a famous coterie of packers from old "Porkopolis." As a leader in everything started to advance the interests of the meat trade, he was a charter member of the AMPA and was treasurer of the organization for two terms. He was prominent in Cincinnati business outside the meat industry, director in the German Mutual Insurance Co.

and vice president of the Hotel Savoy Co. He died in 1918 at the age of 57 years.

MATTHEW DANAHY was born in Ireland in 1847 and was brought by his mother to America in 1849. He tended livestock while in school at Buffalo, and in 1872 began to speculate in hogs and ship them to Boston and New York. Danahy added dressed hogs to his line shortly thereafter, and for a time exported hogs to England. In 1881 he formed M. Danahy & Co. with John Thompson and in 1891 his brother, Michael, bought out Thompson and the Danahy Packing Co. was established. He was a member of the AMPA executive committee for two years. Matthew Danahy died in 1910. Other members of the Danahy family served as association directors in later years.



M. DANAHY

CHARLES ROHE, president of Rohe & Brother, New York City, was a member of the first executive committee of the American Meat Packers Association and was president of the organization for 1909-10. He was one of the original partners of the Rohe firm and directed its activities until its dissolution in 1930. He had a wide acquaintance among meat packers and many friends in the industry. Rohe was also active in civic affairs and served as president of the North River Savings Bank in New York City from 1916 until his retirement in 1933. Charles Rohe died in 1935 at the age of 72.



CHARLES ROHE

ALBERT T. ROHE, vice president of Rohe & Brother, was a well-beloved personality in the AMPA. He was president of the association for 1916-17 and continued to attend the annual conventions and to keep in contact with the latest developments in the industry long after his direct connection with the meat field had ended. "Al" is still remembered by many veterans as hail and hearty, and always ready for conversation and conviviality. At the 1940 convention Rohe, amid a rousing ovation, presented gold service buttons to the 50-year veterans in attendance. He retired from Rohe & Brother in 1928 and became a member of the New York Produce Exchange. Albert Rohe died during 1943.



ALBERT ROHE

FRED KREY's voice was one of those heard most often during the first meeting of the American Meat Packers

Association in 1906 and this interest in the organization, and willingness to work for it, were maintained until his death at 76 in 1942. Until that time the St. Louis packer, co-founder and president of the Krey Packing Co., was a living link between the AMPA, the Institute of American Meat Packers and the American Meat Institute, for he took an active part for almost 40 years in the whole process through which the present trade association evolved.



FRED KREY

This happy packer journeyed to the United States from

Germany when he was 13 years old and his first job in the industry was peddling sausage in a chip basket. Krey and his father in 1882 started the business which was to develop into the Krey Packing Co. and the enterprise flourished thereafter. Fred Krey's ability and energy won him directorships in other businesses and other high positions, but he retained the common touch which endeared him to those who knew him. In later years he was an ardent traveller and visited many countries.

Krey was vice president of the AMPA for 1913-14 and president for 1915-16. His son, John F. Krey, served with honor as chairman of the board of directors of the American Meat Institute for several terms and continues to be a progressive leader in Institute activities.

JOHN W. RATH's active life in the meat industry spanned the time of the old and new in trade associations for he spoke frequently from the floor at the organization meeting of the AMPA in 1906, and was chairman of the board of the American Meat Institute from 1931 to 1934. He was a director and a member of the Institute's executive committee from 1926 to 1949. John W. Rath joined the Rath Packing Co. in 1891 a few weeks after it had been founded by his father, banker John Rath of Ackley, Ia., and George (father) and E. F. Rath (son) of Dubuque. He started as a bookkeeper, became the firm's only salesman and served as president from 1898 to 1943 during a period of tremendous growth. He was board chairman until 1950. John W. Rath was well known in meat packing circles and was chairman of the National Live Stock and Meat Board from 1945 to 1947. He was a director of the Illinois Central Railroad for many years and was inducted into the Sac and Fox Indian tribe of Tama, Ia., in 1941 with the name "Black Hawk." Rath was also active in civic and fraternal organizations and church work. He died at the age of 79 in 1951.



JOHN W. RATH

OSCAR F. MAYER of Oscar Mayer & Co., Chicago, was an early supporter of the AMPA, serving on its executive committee for 1909-10, and valuing its conventions and other activities highly. He turned the attention of his son, Oscar G. Mayer, to the association soon after the latter joined the family firm in 1909 and



O. F. MAYER



O. G. MAYER

Oscar G. went on to become a member of the AMPA executive committee, a director and four times president of the IAMP, and a long-time director of the AMI. The senior Mayer, who died in 1955 at the age of 95, came to this country from Bavaria when he was 14 years old. He learned to be a butcher in Detroit, reasoning that "people always have to eat," and increased his experience under P. D. Armour in Chicago. In 1883 he started on his own by opening a small butcher and sausage shop at Sedgwick and Scott streets in Chicago. The present Chicago plant has grown up around the original building. He was president of the company until 1928, when he moved up to chairman of the board and son Oscar G. became president. The elder Mayer lived to see the local

processing firm expand into a nationwide company with slaughtering plants in Madison, Wis., and Davenport, Ia., and processing plants in Philadelphia, Los Angeles and Chicago. Through all the years he kept his love of good fellowship and fun and treasured his memories of the early days of the AMPA and its conventions.

JACOB C. DOLD was the eldest son of one of the pioneer meat processors, Jacob Dold of Buffalo, a German immigrant who started in business as a sausage maker and slaughterer prior to the Civil War. After serving as manager of the family plant in Kansas City, the younger Dold returned to Buffalo and became president of Jacob Dold Packing Co. in 1909. He served as a member of the executive committee of the AMPA on several occasions and was a vice president of the IAMP at the time of his death. Dold was a man of great drive and it was typical that his death in 1924



JACOB C. DOLD

at the age of 67 followed an all-day job pitching hay on his 800-acre farm on the Niagara river, topped off with a brisk canter on his favorite saddle horse. He considered his employees as his partners and his "50-50" ideas of justice and cooperation were considered "forward-looking" and perhaps a little in advance of his time. He was the associate and advisor of many leaders in national life, commerce and industry, served as a councillor of the U. S. Chamber of Commerce and during the first world war was an advisor of the Food Administration.

FREDERICK T. FULLER was born in Marshalltown, Ia., in 1866. He went to work for Swift & Company at the age of 21, and after passing through many departments he represented the firm on the Chicago Board of Trade. When the National Packing Co. was formed he was made its vice president; after its dissolution, and a period as head of the Peoria Packing Co., he went to Iowa and founded the Iowa Packing Co. of Des Moines. He headed this company until its acquisition by Swift and then retired to his farm home near Des Moines. Fuller was a member of the AMPA executive committee for many years. He died in 1935.



F. T. FULLER

FREDERICK R. BURROWS was born in Medford, Mass., in 1862. His first association with the meat industry began in 1887 in Chicago when he worked for Louis F. Swift of the Swift enterprise in the hog buying department. He was an executive of G. H. Hammond Co. for many years and became president of the Omaha Packing Co. in 1917. Burrows served as chairman and member of the AMPA executive committee for several years and early in 1919 made the suggestion that the association set up a bureau of public relations to offset the unfavorable impression of the meat industry engendered by the hostile attitude of the Federal Trade Commission. Burrows died in 1929.



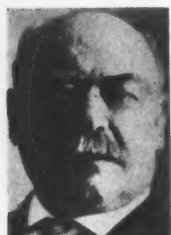
F. R. BURROWS

E. W. PENLEY of E. W. Penley, Auburn, Me., was the "far-down-easter" among the association's early workers. He served as AMPA vice president in 1910-11 and also



as a member of the executive committee. Penley was a large man, being 6 ft. 4 in. tall and weighing about 300 lbs.; he impressed fellow packers as possessing friendliness and sociability commensurate with his size. He was born in 1867 and took over the pork packing business of his father, Ferdinand Penley, in 1900, and made the "Blue Tag" trade mark famous in New England. Penley died in 1921.

**GUSTAV BISCHOFF, SR.**, was born in Germany in 1850 and came to America when 14 years old. He immediately



**G. BISCHOFF, SR.**

became an apprentice butcher in St. Louis and later went into the retail meat business. Bischoff organized the St. Louis Dressed Beef & Provision Co. in 1891 and headed the firm until its sale to



**G. BISCHOFF, JR.**

National Packing Co. in 1902. He organized the St. Louis Independent Packing Co. in 1904 and was its president until his death in 1923. Bischoff was a genial, philanthropic man with many interests outside the meat industry. He was president of the AMPA in 1912-13, and his son, **GUSTAV BISCHOFF, JR.**, who died only a few months after his father in 1923, was vice president of the AMPA and IAMP for several terms. The younger Bischoff was continuously general manager of the St. Louis Independent company and served as its president for three months following his father's death. The son was a dynamic and keen business man and well posted on packinghouse operations. He spoke on behalf of the industry before public groups.

**GEORGE A. HORMEL**, one of the pioneer Corn Belt packers and founder in 1891 of the prominent firm that bears his name, early became a member of the AMPA executive committee, served as its chairman for 1910-11 and was vice president in 1912. His interest in the organization was shared by his son, the late Jay Hormel, who served with distinction as a director of the American Meat Institute and took an active part in much of its work.



**GEO. A. HORMEL**

George Hormel was born in 1861 in Buffalo, worked in his father's wool pulling plant and gained his first direct knowledge of the industry in the Chicago packinghouse market of his uncle, Jacob Decker. As a hide and wool buyer he visited Austin, Minn., and after a few years as a butcher-retailer there he started his packinghouse operation in 1891. He was joined by his brothers Ben, Herman and John. From a first year slaughter of 610 hogs the company climbed to 1,000,000 head in 1924 and continued to expand its operations and pioneer in new fields thereafter.

Hormel was a peculiarly American mixture of the conservative and liberal; he was an advocate of the municipal power plant at Austin and believed that a town that didn't go into debt for civic improvement was dead. He was a firm believer in private enterprise and paid real rather than lip service to the idea of free competition. He believed that private enterprise had an obligation to provide security for old age. Hormel died in 1946.

**SAMUEL T. NASH**, a transplanted Englishman, was a vice president of the IAMP for 1919-20 and 1920-21. He was an active participant in association activities and regarded as a keen judge of provision trade conditions. Nash came to the United States when 17 years old and joined John Morrell & Co. at Ottumwa. In 1899 he went to Cleveland and became associated with the Cleveland Provision Co., of which he was made president shortly after the death of his father, John Nash. He was president and then chairman of the board until his death at the age of 58 in 1934. During the first World War he served on the National Food Board under Herbert Hoover.

**CHARLES E. HERRICK's** tall and handsome figure, his deep humor and his red beard that faded to gray will



**C. E. HERRICK**

long be remembered in the meat industry in which he worked for many years. The former president of the Brennan Packing Co. of Chicago served for two terms as president of the IAMP and was particularly active in Institute activities in connection with export trade. Born in Rockford, Ill., in 1863, Herrick worked for 18 years in Rockford banking institutions before coming to Chicago and entering the provisions export business. After five years Herrick went to work for Brennan as sales manager, became secretary and vice president and was elected president of the firm in 1930. In addition to his leadership in the IAMP, Brennan headed the World Trade Club, the Rotary Club of Chicago and was active in the Illinois Manufacturers Association. He attended Institute conventions regularly up to the time of his death at 89 in 1952.

**CHARLES A. KERBER**, president and one of the founders of the Kerber Packing Co., Elgin, Ill., was a charter member of the American Meat Packers Association and was one of the members of its first executive committee. Kerber took a deep interest in the industry and the men in it. He was a believer in industry education and made it a practice to enroll the key men of his organization in the study courses of the Institute of Meat Packing. The day before his death in 1930 at the age of 74 he called the men of his organization to his bedside, bid them a cheerful goodbye and told them to "carry on" with the business of the company.



**CHARLES KERBER**

**N. O. NEWCOMB**, president of the Lake Erie Provision Co. for 20 years and chairman of the board until his death in 1941 at the age of 79, was a member of the executive committee of the AMPA during the early years. He was also a director of the Cleveland Union Stock Yards. His son, Chester G. Newcomb, served the American Meat Institute as vice chairman and director over a long period.

**ERNEST A. REINEMANN**, president of the Fried & Reinemann Packing Co., Pittsburgh, was an active participant in the organization meeting of the AMPA and maintained his interest in the association thereafter. With William G. Fried he formed the Fried & Reinemann company in 1897 and became president of the firm on its incorporation in 1907. He died in 1932 at the age of 73.

**JOHN THEURER** of Theurer-Norton Provision Co., Cleveland, was an active member of the AMPA and served on the executive committee for several years. He was born



and educated in Cleveland. His father was the proprietor of a small butcher shop which John inherited and built up into a large provision company. He died in 1919 at the age of 58.

**JAMES C. CRAIG, JR.**, president of the AMPA for 1913-14 and chairman and member of the executive committee during other periods, entered the meat packing field in the late 1870's as an employee of the Detroit firm of Willard Parker & Co. He was later associated with the Cudahy Packing Co. at Omaha and in 1891 returned to Detroit as secretary of Parker, Webb & Co. In 1908, Craig with Robert Shield and other associates, bought out the Parker and Webb interests. He was made president of the company and continued in that post until the firm joined Allied Packers in 1919. In later life Craig devoted himself to his banking and financial interests but retained his love for his old field. A quiet and unassuming man, Craig was admired and liked in the meat packing business. He died in 1925 at the age of 71.



**JAMES CRAIG**

**THOMAS W. TALIAFERRO** of Hammond, Standish & Co. was another link between the old and the new association for he was a member of the executive committee of the AMPA and was a member of the board when the IAMP began to take effective form during the early 1920's. Born in Lynchburg, Va., in 1863, Taliaferro entered the industry as a clerk in Chicago in 1880, became vice president of Hammond, Standish in 1908 and was president of that Detroit organization for many years.



**T. TALIAFERRO**

A gentlemanly figure and a student, Taliaferro was known as the inventor of several mechanical devices used in the meat industry. Under the first Agricultural Adjustment Act Taliaferro supervised for the USDA the processing and distribution of product from the government's purchases of surplus hogs. He was vice president of the Union Terminal Cold Storage Co. of Jersey City and a director of Manhattan Refrigerating Co. of New York. He died in 1940.

**RALPH W. E. DECKER** of Jacob E. Decker & Sons, Mason City, was a member of the executive committee of the AMPA during its early years, but died at the age of 41 in 1919. He was a picturesque and progressive operator who was described by the NP as "a young, vigorous and optimistic hustler of the typical packinghouse executive type." He was born in Chicago in 1878 and started work with H. Wachtenheimer at Fulton market. In 1899, he, his father Jacob E. Decker, and his brother, Jay, purchased the Richards plant at Mason City, Ia., and developed it into an



**R. W. E. DECKER**

outstanding packinghouse. Ralph Decker served as secretary-treasurer and general manager of the organization until his death. The elder Decker had come from Germany in his youth and successfully operated in the meat packing and wholesaling field in Buffalo, Chicago and Fort Worth, retired and then went into business with his sons at Mason City. Jay Decker was also active in the Institute of American Meat Packers during the 1930's.

**RAPHAEL MANNHEIMER** of the Evansville Packing Co., Evansville, Ind., was an enthusiastic participant in the



**R. MANNHEIMER**

1908 organization meeting of the AMPA and later served on the executive committee of the association. He was born in 1847 in Stuttgart, Germany, and came to this country when he was 18 years old and settled in Evansville. He entered the wholesale grocery business and after a few years sold out and purchased the plant of the Eichel Packing Co. and incorporated it as the Evansville Packing Co. He was president of the firm until his death in 1917. Mannheimer was very active in the civic life of Evansville and was noted for his unostentatious charities.

**FREDERICK F. KLINCK** was the son of Christian Klinck, a pioneer meat packer of Buffalo and founder of the C. Klinck Packing Co. Fred Klinck and his brothers continued the business after the death of their father and Fred was managing director of the firm until his retirement in 1919. Klinck was vice president of the AMPA for 1907-08 and later served on the executive committee of the association. He became police commissioner of Buffalo under Mayor Louis P. Fuhrmann, who was also a member of the AMPA executive committee for 1910-11. Fred Klinck passed away during 1929 when he was 67 years old.



**FRED KLINCK**

**FRANK HUNTER**, president of the Hunter Packing Co., East St. Louis, served three terms as chairman of the board of IAMP and was a director of the American Meat Institute at the time of his death in 1943. Hunter was born in Eureka, Kans., in 1887 and went to work for Swift & Company when he was 21 years old. He continued with Swift until 1922 when he became president of the East Side Packing Co. of East St. Louis. The name of the firm was changed to the Hunter Packing Co. in 1932. Hunter was a director of other East St. Louis firms, was a church trustee and a member of fraternal organizations. His son, Frank A. Hunter, jr., is a director of the AMI.



**FRANK HUNTER**

**CHARLES E. ROTH** and **JOSEPH L. ROTH**, brothers, were active in the affairs of the AMPA during its early years



**JOSEPH ROTH**

and both served as treasurer of the association. They were sons of John C. Roth, a pioneer Cincinnati packer who founded the John C. Roth Packing Co. and was at one time president of Roth-Meyer Packing



**CHARLES ROTH**

Co. (predecessor of the H. H. Meyer Packing Co.). Charles E. Roth, who was born in 1866, was treasurer of the John C. Roth firm, president of the Cosmopolitan Bank of Cincinnati, treasurer of Hamilton county, president of

the Hotel Savoy Co. and president of the Cincinnati Chamber of Commerce. Charles was active in political life and known as a progressive business leader. Joseph Roth, who was born in 1860, is still remembered among veteran conventioners as a devotee of good fellowship and as a man who was familiar with all phases of packinghouse operation. He was successively secretary and vice president of the family firm and a director of the Cosmopolitan Bank and Gibson House Co. The Roths were leaders among a group of Cincinnati packers who came to the early AMPA conventions to learn, work and have a good time. Not infrequently their delegations to the meetings (in special cars) were accompanied by the Cincinnati Schnapps Band.

THOMAS E. WILSON's record of leadership in the meat and livestock industry is too long to recite here. In his role as planner he proposed the form in which the AMPA was recreated as the Institute of American Meat Packers, and he gave to that form life, muscles and direction in his Institute Plan. As the "apostle of co-operation" he brought together the livestock producing, marketing, meat processing and retailing segments of the industry in the National Live Stock and Meat Board to seek out the facts about meat's values and to educate the public. Wilson was president of the IAMP during the first three years of its existence and was chairman of the Institute Plan commission for many years thereafter. He was instrumental in bringing together the Institute's career service staff, and gave the scientific research laboratory its start with a donation of \$15,000. His sixty-year career in the meat industry—from the car shops of Morris & Co. in the 1890's to the presidency of that company in 1913 and then on to the management and rebuilding of failing S. & S. into Wilson & Co.—has been marked with vision, dynamic leadership and broad interest that has ranged between the encouragement of 4-H Club work and the support of scientific research. He was the first successful interpreter of the meat industry to agriculture and the public and deserves much of the credit for lessening the mistrust with which the industry was regarded during the latter part of the nineteenth century and first two decades of the twentieth.

T. HENRY FOSTER was the great grandson of George Morrell, out of whose provision business in England the meat packing firm of John Morrell & Co. developed. It is typical of the esteem with which Foster was regarded by his fellow packers that they importuned him to become chairman of the board of the AMI for 1943-44 and 1944-45 after a previous term as chairman of the IAMP in 1938-39. His career in the industry was a long one, beginning with hog driving in the Ottumwa yards in 1887. He worked in various departments in the Ottumwa plant, at Boston and New York, managed the company's Sioux Falls unit and rose through the administrative ranks to president of the company in 1921 and chairman of the board in 1944. He held the latter post until his death at the age of 76 in 1951. An individualist and a believer in free enterprise, with a little-known interest in literature and book collecting, Foster in 1919 was skeptical about



T. E. WILSON



T. H. FOSTER

the value of the IAMP. The ideals of the organizers met his approval, but he believed that the association could do little to cure the industry's problems, and it was his idea that the company should join for a year and then resign. However, he later changed his mind and the firm participated fully in Institute activities thereafter.

GUSTAVUS F. SWIFT, son and namesake of the founder of the nation's largest meat packing organization, was a director of IAMP and the American Meat Institute and served for many years as chairman of the association's committee on public relations. During 1940 he persuaded the members of the Institute to launch the Meat Educational Program and, until his death at the age of 62 in 1943, he was chairman of the advertising policy committee. Starting in his father's business at 18, G. F. was a hog weight taker and buyer and worked in the packinghouse market and provision department. He also traveled extensively, surveying foreign markets for American meats. After thorough training in operations Swift transferred to the administrative end of the business and became vice president in 1916. During 1931 he became the third president of the organization and continued in that post until he was made vice chairman in 1937. His broad knowledge of the meat field and his keen grasp of its merchandising problems were of help to the whole industry in his work with other packers and the staff of the Institute.



G. F. SWIFT

JAY C. HORMEL's interest in the Institute and its activities arose naturally for Geo. A. Hormel & Co. was represented at the organization meeting of the AMPA and his father was an executive of the association. A successful innovator in many lines—canning, merchandising, plant design and an annual wage-joint earnings plan for employees—Jay Hormel's ideas were not always adopted by fellow members of the Institute, but his counsel was sought in many fields and his leadership and development of the Hormel company as president and board chairman were admired.



JAY HORMEL

He was a vice chairman of the Institute from 1928 until his death in 1954. Speaking at the AMI convention in 1950 he told the membership: "Either management will invent employee participation, or unions will encroach upon the prerogatives of management. If they encroach in the wrong places, they may do things which will hurt everybody."

FREDERIC S. SNYDER, distinguished down-East meat processor, was chairman of the board of the IAMP from 1928 through 1931, being the first to occupy that post after the election of W. W. Woods as president. Snyder was president of Batchelder & Snyder Co. of Boston, a supplier of meats and other foods in the New England area. Snyder evinced interest early in the quick freezing of meats and in 1929 a substantial holding in Batchelder-Snyder was acquired by Frosted Foods, Inc., a subsidiary of General Foods. Meats frozen by the Birdseye process were marketed in New England beginning in 1930. Snyder served as chief



F. S. SNYDER

of purchases of the U. S. Food Administration in World War I and was a member of several national and international commissions. He died in 1956 at the age of 88.

**WM. WHITFIELD WOODS** left his own unique stamp on the meat industry, on the Institute and on the individuals who worked with him. He led quietly and labored untiringly for the industry and had the quality of being able to inspire his colleagues and subordinates to accomplish more than they thought possible. He first became associated with the AMPA-IAMP in 1919 when the bureau of public relations was established under Pendleton Dudley. He was successively associate director and director of the bureau of public relations and in 1922 became vice president of the IAMP. He was elected to the presidency of the Institute in 1928 and held that post of leadership until his death in 1939. As executive head of the organization he gathered and developed an able career staff and a plan of work and service for the industry. He believed that the industry should have the best methods and practices available, and that the "awkward, old-fashioned things" mentioned by General Ryan in 1906, should be discarded. He was a strong believer in an educational advertising program for meat and advocated it on a number of occasions. Woods was born in Meridian, Miss., graduated from the University of Virginia and received another degree from the Columbia University school of journalism.



W. W. WOODS

**ARTHUR D. WHITE**, like a smallish but irresistible boulder, rolls through the history of the AMPA, IAMP and American Meat Institute. Obtaining a job as office boy from Gustavus Franklin Swift in 1891 (White was 13), he worked in the hog buying department and was transferred to the Swift advertising department in 1895. He became advertising manager in 1903, but by 1918 he was devoting most of his time to public relations and in 1920 he became head of the Swift public relations department. White participated in the work of the AMPA from its formation, organizing conventions, banquets and other activities, and by his close collaboration with G. F. Swift played an important part in the formation of the Institute's public relations policy and its work in the field of educational advertising.



A. D. WHITE

**GEORGE A. SCHMIDT, SR.** has a record of over 25 consecutive years of service as a director of the IAMP-AMI and was chairman of the board from 1939 to 1943. His good nature and good judgment have won him many friends. He received the Institute 50-year gold service award in 1953. Schmidt started in the meat business as a broom wielder in the retail market of Otto Stahl in New York in 1902. As the Stahl business grew, Schmidt was promoted and in 1913 he was named secretary of Otto Stahl, Inc., became treasurer in 1916 and then went into the top management post. In 1928 the firm took over F. A. Ferris Co. and, in that year also, merged with Louis Meyer Co., and Schmidt was elected president of Stahl-Meyer, Inc. Schmidt became chairman of the board of Stahl-Meyer in 1947.



G. A. SCHMIDT

**R. A. RATH** not only served the Rath Packing Co. well as chairman of the board and in other executive capacities, but he was a well-loved and enthusiastic vice chairman of the AMI and headed the association's advertising policy committee and public relations committee during a critical period when these groups accomplished much for the industry. Rath became a director of the AMI in 1947 and was also a director of the American Meat Institute Foundation. "Rube" was a son of E. F. Rath, one of the company's founders, and went to work in the Rath sales department in 1914 after attending Iowa State College. He contributed a strong sales-advertising viewpoint to the firm.



R. A. RATH

**SAMUEL SLOTKIN**, a new-style pioneer in the industry and a director of the AMI for many years, arrived at the old meat packing center of Buffalo at the age of 15, attended school, worked at photography and in 1903 went to New York in the caboose of a Jacob Dold cattle train. His first job was as curing cellar helper with Zimmerman Provision Co. He travelled widely for Gumpech Company and, in 1914, in an old YMCA in Brooklyn, founded Hygrade Provision Co. with \$15,000 capital. The firm specialized in delicatessen meats, added nearby buildings, advertised and sold \$1,000,000 in its first 12 months. In 1927 he brought together six New York and two Philadelphia firms in Hygrade, added two New York, two Pennsylvania and one Boston plant in 1928 and, in the following year, took over Allied Packers and since, Kingan and Carstens.



S. SLOTKIN

**H. HAROLD MEYER**, treasurer of the AMI, has been an officer of the association longer than any other packer, having occupied that post since 1931. When the American Meat Institute Foundation was established in 1945, Meyer was made a director and served until 1954 as secretary-treasurer of the Foundation and is now vice chairman of the board. He heads the 80-year-old H. H. Meyer Packing Co. of Cincinnati. A grandson of the founder, he started his meat industry career in 1926 and became president of the firm in 1932. During World War II, Meyer was a consultant serving on the War Meat Board of the USDA.



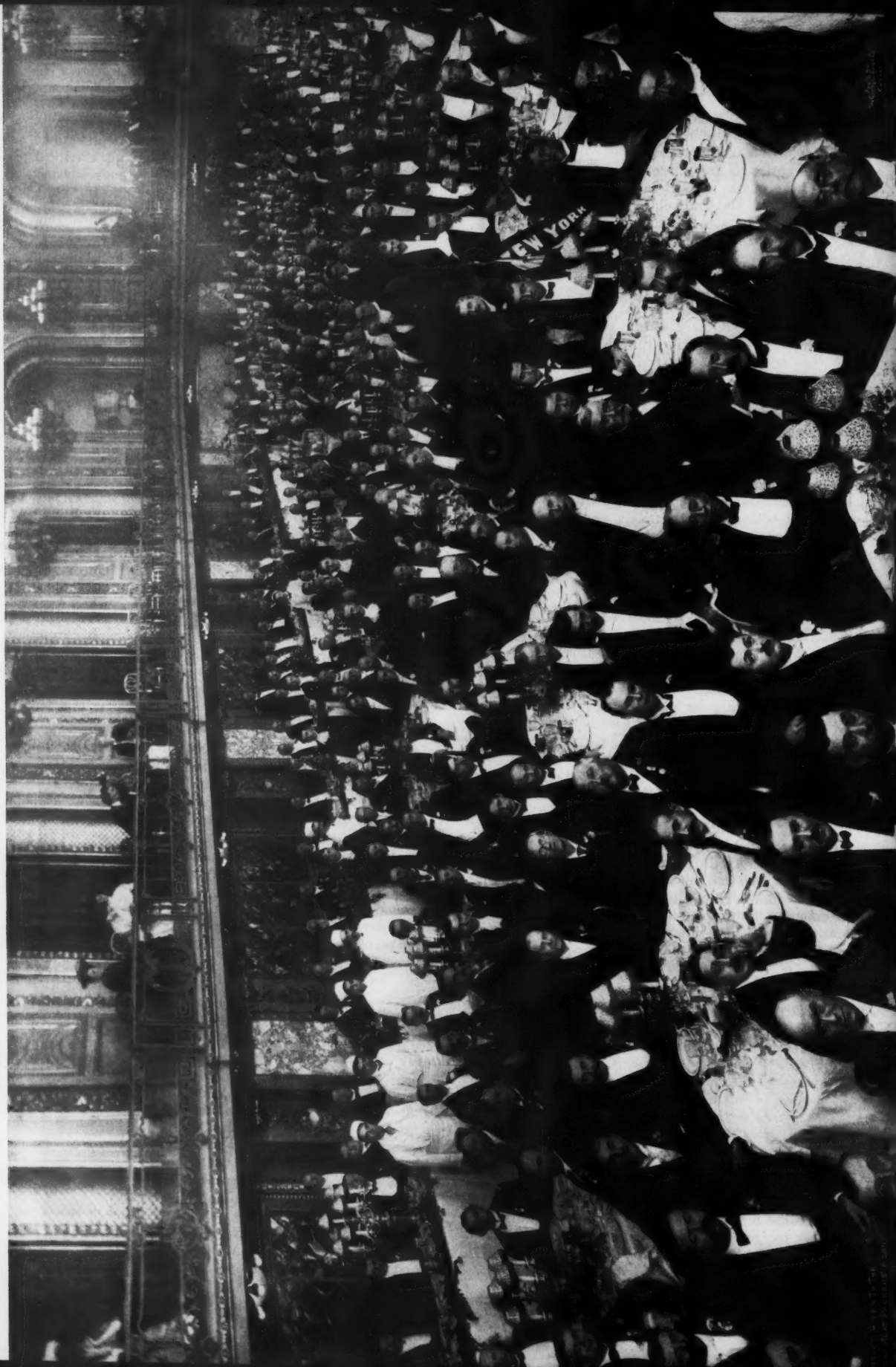
H. H. MEYER

**JOHN T. AGAR** served faithfully as treasurer of the Institute of American Meat Packers from its formation in 1919 until 1927. He was always active in undertakings for the improvement of the industry and, as a specialist in marketing and provisions, was well-known to brokers and wholesalers as well as packers. He was associated with the Wm. Davis Co. and was vice president of the Agar Packing & Provision Corp. until the death of his brother, James S. Agar, when he assumed the presidency. He was named chairman of the board of the Agar firm in 1942 and continued in that post until his death during 1948.



JOHN AGAR





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# The First Five Years

1906 to 1911

**T**HE new association got to work almost immediately after the organization meeting on the industry's biggest problem—adjustment to federal meat inspection. The AMPA special committee conferred with Secretary of Agriculture James H. Wilson during the late fall of 1906 and made several suggestions which were embodied in later USDA regulations and inspection service policy. Some of these recommendations were designed to preserve the secrecy of processes and to prevent undue interference in work by inspectors and “off-the-cuff” interpretation of the regulations. The group also requested the USDA to hire enough inspectors to supply all plants desiring the service.

During December, 1906 the committee visited President Theodore Roosevelt to express opposition to Senator Beveridge's proposal to impose the cost of inspection on the packers. The President agreed not to do anything which would hamper the operation of the Meat Inspection Act and told the committee to report completely on their objections to Secretary Wilson.

A committee from the AMPA took part in a 1906 convention for the extension of foreign commerce through reciprocal tariff reduction. Packers were especially interested since their export business in canned meats had been damaged severely by the adverse publicity prevalent during 1905-06.

Early in the new year the AMPA requested municipal and state governments not to pass legislation regulating cold storage of meats until the federal government had investigated the subject. The association gave the University of Illinois a money grant for a study of the effects of saltpetre on the human body.

**PACKER-PAY:** Due to persuasion of AMPA, and others, including livestock producers, the U. S. Senate rejected an appropriations bill rider by Senator Beveridge that would have forced packers to pay for federal inspection. The Senate also rejected his proposal that meat containers should be dated on packing.

In April, 1907 the association questioned its members on their willingness to form a league to refuse to pay for animals bought from shippers and raisers in good faith and then condemned by U. S. inspectors. Packers were paying about \$2,500,000 a year for condemned animals and inspectors were becoming more strict. The AMPA in June backed up the leading Chicago packers in refusing to buy cows or heifers except subject to p.m. examination. The association called upon all its members to abide by the rule.

When wholesale grocers refused to buy federally inspected meat products because they did not carry the manufacturer's guarantee required by the Pure Food and Drug Act, the AMPA pointed out to the wholesalers and their association that meats were exempt from the food and drug law.

Prior to the 1907 convention the AMPA had helped

inspected houses to get permission to use bicarbonate of soda in lard making and to employ sulphur for smoke-house fumigation; it had arranged for a conference with express companies on rate reductions and had led successful opposition to a proposed New York law to forbid use of cereal in sausage. Urged by the association, the USDA announced that seven harmless dyes could be used to color sausage casings.

Elaborate preparations were made for the first real convention of the AMPA, which was held at the Grand Pacific Hotel in Chicago on October 7 and 8, 1907. The associate members took more than a whole floor of the hotel to display their goods.

At the convention President Ryan praised government officials for their cooperation in modifying meat inspection regulations and attacked Senator Beveridge for his attempt to saddle the packers with inspection costs. The treasurer's report showed a surplus of \$2,611. W. C. Evans of Armour and Company spoke of the importance of foreign trade to the meat industry and advocated a reciprocal tariff policy. W. B. Allbright of Allbright-Nell Co. talked on the practical aspects of lard manufacture, while Charles A. Sterne of Sterne & Son discussed the importance of handling offal carefully. The consumer's interest in preservatives was covered by Dr. Robert G. Eccles, and representatives of the United Master Butchers Association announced the willingness of that group to work with and support the AMPA. Seven associate members gave five-minute talks on their respective products.

The executive committee reported that secretary McCarthy had been given authority to purchase a “type-writing machine.”

The following officers were chosen for 1907-08: President, James S. Agar, Western Packing and Provision Co., Chicago; vice president, Benjamin W. Corkran, jr., Streett & Corkran, Baltimore; secretary, George L. McCarthy, and treasurer, Joseph L. Roth, J. C. Roth Packing Co., Cincinnati.

Executive committee: John J. Felin of John J. Felin & Co.; Charles Rohe, Rohe & Brothers; Matthew Danahy, Danahy Packing Co.; Michael Ryan, Cincinnati Abattoir Co.; Joseph Allerdice, Indianapolis Abattoir Co.; James L. Garneau, Waldeck Packing Co., and Frederick Fuller, G. H. Hammond Co.

An Old English Banquet—the first convention dinner—was given on the evening of October 8 by the Chicago members to the 400 other guests. The menu was “simple and hearty:” a heavy soup, roast fish, joint of beef and mutton, plum pudding with burning brandy, a boar's head, nuts and, of course, wine and ale in abundance. (See the banquet picture on facing page.) The roasts were wheeled in on wooden wheelbarrows accompanied by a fanfare of trumpets and hordes of carvers carrying their knives crossed above their heads. The souvenirs were silver beer mugs, silver tobacco boxes filled with tobacco and old English clay pipes. The guests presented a “big diamond stickpin” to the chairman of the entertainment committee.

The following evaluation of the 1907 convention was

← **FIRST BANQUET** of the AMPA, which was held on October 8, 1907, at the New Congress hotel in Chicago.

made by THE NATIONAL PROVISIONER in the magazine's second annual report issue:

"The convention did much good. It awakened both AMPA members and non-members to the amount of work done for the benefit of the trade. It reduced the fear of cut-throat competition among rival packers by helping them to get to know each other personally. Finally, it was of tremendous help to the associate members whose business was greatly helped, at a comparatively small expenditure."

Adjustment to federal meat inspection was still a difficult problem and late in 1907 representatives of the AMPA met with the Department of Agriculture to suggest specific and general reforms in the federal program for the inspection of meat and meat products.

**INSURANCE:** The executive group in 1908 directed a special sub-committee (Allerdice, Garneau, Agar, Felin and Rohe) to form a fire insurance company under the auspices of the AMPA. The stock company was to have at least \$200,000 capital and \$100,000 surplus. Not more than 2,000 shares of stock were to be issued, with no firm owning more than 50 shares. The sub-committee had gathered five years experience of 104 firms as the basis for its report. Insurance coverage of these companies totaled \$43,000,000; the rate was \$1.69+ and the annual premium approximated \$721,000; average annual fire loss for 1903-08 was \$200,000 and the loss ratio was 39+ per cent. The proposed company was placed under the supervision of Robert Hunter.

The committee to confer with government officials during 1908 helped to defeat the perennial Beveridge proposal to place the cost of inspection on meat packers and to require the dating of canned meats. It also dealt with such inspection problems as a new denaturant for condemned meat, use of additional stearine to keep lard solid in the tropics, regulations for imported meat products, the cause of souring of meat in pickle; labels, brands and stamps, butchers' fat; clarifying agents; partitions in tank rooms; new floors, and took up many complaints by individual members with the USDA.

Registration at the 1908 convention reached 800, and "probably an additional 200 did not register" for the three-day October 12-14 meeting. Trade exhibits occupied the entire parlor floor of the Grand Pacific hotel and spilled over into other levels. Among the firms represented were Brecht Butchers' Supply Co., Allbright-Nell Co., Hartford City Paper, Armstrong Cork, Wolf, Saver & Heller, American Can and Arrow Spice Mills.

In the president's address at the convention, James S. Agar suggested that the AMPA compile a complete list of meat inspection rulings and distribute it to the members. Loving cups were presented to the president and treasurer. Speakers at the 1908 meeting included Lewis E. Birdseye of S. & S. on credits and collections, and Dr. A. D. Melvin, chief of the Bureau of Animal Industry, who thanked the packers for their cooperation in the meat inspection program. T. W. Taliaferro of Hammond, Standish spoke on "machinery as an economizer" and Charles G. Schmidt of Cincinnati Butchers' Supply Co. discussed the role of associate members in the AMPA.

Social life at the 1908 meeting was speeded up with the inauguration of a first night "real cabaret party" at which the guests sat at small tables and watched entertainers "from the best theatres in town." At the Old English dinner, the boar's and bull's heads were brought in with impressive ceremony and the beef loin was knighted by president Agar.

A "question box" was opened at one session of the 1908 meeting with some of the queries concerning the cause of ham skin shrinkage in boiling, the darkening of

lard, the best method of reducing grease in tankage and the best way of getting rid of rats. AMPA poet laureate Charles G. Schmidt told the conventioners:

"And when the score is footed up, what have we got to show?"

A pile of dollars or a name that some few thousands know!

A soul and body tired out—an unquenched curiosity—Then Father Time steps in and stops our vaunted strenuosity

While he who did not go the pace Drops quietly into our place."

**FUN:** The PROVISIONER gave these highlights on the delegations that came to the 1908 meeting:

"As usual, Cincinnati led with a crowd of over 100, which arrived on a special train headed by treasurer Joseph L. Roth and John Dupps of the Cincinnati Butchers' Supply Co. doing a marvelous cakewalk to the music of the famous Schnapps Band. Cincinnati generally gets out in front, but this time she was way in the lead. The Kaiserhof was the headquarters, and it was said that champagne baths, pajama parades and other nocturnal rites varied the monotony of the regular program.

"New York played a close second with a carload of members under the chaperonage of Prince Charles and Albert Rohe. There was a car from Buffalo and two carloads came from St. Louis."

Officers chosen for 1908-09 were: President, Michael Ryan; vice president, Fred F. Klinck, C. Klinck Packing Co., Buffalo; secretary, George L. McCarthy, and treasurer, Joseph L. Roth.

The executive committee was composed of James S. Agar, chairman; James Allerdice; Charles Rohe; Jacob Beiswanger, D. B. Martin Co., Philadelphia; Charles H. Ogden, Pittsburgh Provision & Packing Co.; Benjamin W. Corkran; James W. Garneau; A. G. Glick, Brittain & Co., Marshalltown, Ia., and Frederick Fuller.

The course of the AMPA appears to have been placid during 1909. The executive committee resolved that the Secretary of Agriculture be requested to take early measures for the eradication of livestock disease, and the group tactfully tabled president Ryan's suggestion that all pork packing plants close during August and September because of the impossibility then of operating profitably.

**EXHIBITS:** In planning the 1909 meeting it was recognized that displays of associate members had become so extensive that some regulation was necessary. Exhibitors were notified that they would have to close their booths during convention sessions and that they would not be allowed to dispense liquid refreshments.

The association members chose Charles Rohe as their president for 1909-10 with Joseph Allerdice and George McCarthy as vice president and secretary. Michael Hoffman of Cincinnati was named treasurer. New names among the executive committee members included Oscar F. Mayer of O. F. Mayer & Bro.; George A. Hormel of Geo. A. Hormel & Co.; Pierre Garneau, Krey Packing Co.; J. C. Dold, Jacob Dold Packing Co., and E. W. Penley, E. W. Penley Co., Auburn, Me.

Following a decision made at the convention, the AMPA petitioned the Department of Agriculture to postpone the effective date of a regulation calling for completely separate facilities for making pure and compound lard. The request was refused by the USDA.

A seed—if only a tiny one—of later interest in public relations, was planted by the executive committee early in 1910 when it named a group to prepare and conduct a campaign to educate consumers on the desirability of

buying only inspected meats. Another committee was appointed to confer with Secretary of Agriculture Wilson with a view to the adoption of plans for eradication of disease in livestock.

The packers' association played its first part in a Senate investigation in 1910 when McCarthy, Ryan and Agar faced a special committee on "the high cost of living."

The investigation was in part, the outgrowth of a rather profound change in the livestock and meat industry situation which first became noticeable in 1909-10. The increase in the production of meat was no longer keeping pace with the expansion in U. S. population. Per capita consumption of all meat, after reaching an all-time high during 1908, began to decline to a generally lower level and was to stay there, with some ups and downs, until the 1940's. With more consumers, who possessed greater purchasing power, bidding against each other for a stationary or smaller supply, prices were bound to rise. Even diversion to domestic consumption of some of the meat previously exported did not satisfy U. S. requirements.

Almost at its outset the change in the situation was brought forcibly to the attention of packers, producers and consumers because it coincided roughly with a low point in the cattle cycle and a time when hog numbers were also low. Both livestock and meat prices rose at the beginning of 1910 and consumers complained about the high cost of living.

A boycott on meat because of high prices was started in the East and spread. Hog prices broke over the \$10 mark in the spring and exceeded all records since the Civil War. National Packing Co. and its associated concerns were indicted for alleged violation of the anti-trust law, and while this indictment was later dismissed, another was brought against ten directors of National.

With newspapers and magazines campaigning against high meat prices, the Senate committee searchingly questioned the AMPA representatives on whether or not the association had ever been used as a price-fixing agency.

Secretary McCarthy told the Senators that one reason for increased meat prices was the expense resulting from condemnations and the necessity of plant rebuilding to meet federal inspection requirements. He said that while there were more than 900 slaughtering establishments in the U. S. doing an interstate business when the inspection law went into effect, only about 300 slaughterers were operating under inspection in 1910.

The packers' argument that livestock and meat prices were the result of free competition in open markets was supported before the committee by Murdo MacKenzie and Judge S. H. Cowan of the American National Live Stock Association.

In spite of some skepticism about whether the AMPA could have brought together all the packers, and particularly the big ones, solely on the merits of understanding and sharing trade secrets and uniting against prejudice and hostile legislation, the Senate committee made a moderate report on the rise in the cost of living. It cited as contributing factors the increase in population and the shift from a predominantly agricultural to an urban and industrial economy.

Bovine tuberculosis, packinghouse refrigeration, meat canning and power plant economy were among the topics



JAMES R. HILLS was a familiar figure at meat industry conventions for almost half a century. A member of the general office staff of Swift & Company, he acted as convention registration chairman from the early days of the AMPA. After retiring from Swift in 1939, he served with the AMI until 1953. He died in 1955 at the age of 82. In the picture he is shown enticing packers into a session of the 1953 convention.

covered by speakers at the Chicago convention on October 17-19, 1910. President Rohe summarized the unfortunate position of the packers who, at that time, were squeezed between a declining supply of livestock and higher costs.

A smoker with vaudeville show was held on the first night with "Cleo, the Girl in Red," featured as "hot stuff." The annual banquet had a southern motif and the hall was decorated with cotton balls and roses, with panoramas of the Mississippi and cotton fields as background. On October 19 the group toured the steel mills of the "magic city" of Gary in railroad gondolas.

Joseph Allerdice was elected president of the association for 1910-11 with E. W. Penley as vice president; George McCarthy, secretary, and George Zehler of George Zehler Provision Co., Cincinnati, as treasurer. Newcomers in the ranks of the executive committee were Gustav Bischoff, sr., Independent Packing Co., St. Louis; L. P. Fuhrman, Buffalo; N. O. Newcomb, Lake Erie Provision Co., Cleveland, and Sydney E. Sinclair, T. M. Sinclair & Co., Cedar Rapids.

The desirability of having the meat industry represented continuously in Washington was recognized early in 1911 when the executive committee authorized Secretary McCarthy to retain attorney Arthur B. Hayes as Washington representative. At the same meeting the secretary was instructed to write to humane societies at all trade centers asking them to try to stop inhumane handling of livestock at stock yards.

Anti-cold-storage legislation was one of the perils of 1911 and the AMPA assembled facts upon which AMPA spokesman Hayes and federally inspected packers made a presentation to the U.S. Senate: The proposed law was unnecessary insofar as their products were concerned; the BAI had the power to condemn their meats whenever it found them unwholesome—in storage or out, fresh or old, and at any stage of processing or distribution. The packers pointed out that less than 5 per cent of their total output went into freezer storage, but that restriction of their ability to accumulate product at some seasons would mean that they would be unable to maintain a market for livestock at all time.



# Stuck on Dead Center

1911 to 1919

**I**N the period between late 1911 and early 1919, the American Meat Packers Association existed in a state of near-hibernation, even though the outward signs of active organization—conventions, dinners, elections of officers and sporadic challenges of government regulation—indicated that the group was still living.

Evidence of this withering is found in the absence of executive committee meetings; months and even years went by with little more than "mail votes," and these were mostly concerned with the acceptance of applications of new members (few) and of the resignations of old members (a good many).

The reasons for this slow-down are difficult to discern today, but some of the association's weaknesses and difficulties can be seen. AMPA was poorly financed. The total dues paid in, on a flat per company or company capitalization basis, amounted to only a few thousand dollars per year. This scarcely paid for maintaining a part-time secretary, a Washington representative, a nominal office, mail and convention activities, and, when the annual report was made, there was frequently less than \$200 or \$300 (sometimes a deficit) in the treasury.

Having adjusted fairly well to the biggest common problem it had ever faced—federal meat inspection—the association seems to have ignored the signs of intangible but even graver dangers ahead. The industry's relations with the public, the livestock producers and the government deteriorated during this period. Perhaps the fact that the packers operated in a seller's market, even though the government was sometimes watching and even restricting profits (wartime), led to unfounded complacency.

The late Paul I. Aldrich, for many years editor of *THE NATIONAL PROVISIONER*, frequently characterized meat packers as "ostrich-minded" and, at times, this description appears to have been particularly apt.

The association was also held down by the narrowness of its objectives, even though the outlines for a much broader program were sketched during the organization meeting of 1906 and thereafter. The AMPA was "fur" or "agin" certain things, but there was no mechanism within the group for identifying and attacking common problems in the fields of plant operations, accounting, distribution, research and public relations. The AMPA was not an agency, except in a very restricted sense, for adjusting "ourselves to the new order" as it had been visualized by General Ryan.

During this same period that individualism seems to have overshadowed any concept of unity of interest, advances in the meat industry's operating practices slowed down to a crawl. Perhaps packers became too proud that the industry had been one of the first to apply the assembly (disassembly) line technique.

Disunity may also have been fostered by the knowledge that some concerns made large profits (with large risks and subsequent heavy losses) during part of the first World War. Since the government and public were inclined to separate the goats from the sheep on the basis of size, there may have been some tendency to do the same within the industry.

No convention was held during the 1911 calendar year, but two were staged in 1912. The association convened in Washington on January 15 and 16, 1912 while Congress was in session. (Several Chicago packers regretted their inability to attend since they were defending themselves against anti-trust charges.) The executive committee reported that its fire insurance group had been dissolved because of insufficient interest in a stock insurance company, and a proposal to set up committees at different packing centers to arbitrate trade disputes was rejected by the membership.

The committee to confer with government officials reported that progress was being made in facilitating the operation of meat inspection and said that much had been done to "equalize" inspection requirements for foreign and domestic meat. The committee was also hopeful about the eradication of tuberculosis in livestock and dairy products. The packers were addressed at their meeting by Secretary of Agriculture James Wilson, BAI chief Dr. A. D. Melvin and Theodore Vilter of the American Association of Refrigeration.

**DIET? NEVER!** The big social occasion was an "All-American Dinner." It came a few hours after the members had attended a session of Congress and the menu of oysters, relish, soup, bass, filet of beef, punch, squab, salad, cocktails (always American), champagne and cigars must have provided a heavy nightcap for the oratory.

Benjamin W. Corkran, jr., was elected president for a short 1912 term, with George A. Hormel as vice president; George L. McCarthy, secretary, and Charles E. Roth, treasurer. The executive committee included Sydney E. Sinclair, N. O. Newcomb, C. H. Ogden, John J. Felin, Gustav Bischoff, sr., J. S. Agar, Arthur T. Danahy and T. W. Taliaferro, Hammond, Standish & Co.

A second slate of officers (for 1912-13) was elected at the convention held in the Hotel Sherman, Chicago, on October 14 and 15. Gustav Bischoff, sr. was chosen as president; C. H. Ogden, vice president; George L. McCarthy, secretary, and Charles E. Roth, treasurer. The executive committee consisted of James Craig, jr., Parker, Webb & Co., Detroit; John J. Felin; Sydney E. Sinclair; Fred F. Klinck, Klinck Packing Co., Buffalo; J. Fred Schaffer, Jacob C. Schafer Co., Baltimore; R. Mannheimer, Evansville Packing Co.; N. O. Newcomb; F. T. Fuller, G. H. Hammond Co., Chicago, and James S. Agar.

Both attendance and interest in the business sessions at the second 1912 convention were disappointing. The treasurer reported \$244.23 on hand. Refrigeration expert Horace C. Gardner was one of the speakers. Among the exhibitors were Allbright-Nell Co., Cincinnati Butchers' Supply Co., Brecht & Co., Jones Cold Storage Door Co., B. Heller Co., Taylor Instrument Co. and Pittsburgh Butchers' & Packers' Supply Co.

The convention dinner was more spartan than the one served in Washington and featured flank steak a la Carter H. Harrison and margarine instead of butter; dessert consisted of rice pudding with prunes. The social highlight of the meeting was a drive up Chicago's north shore to



the Selig Polyscope Moving Picture Co., the "largest moving picture plant in the world." The tour of the plant included meeting the girls making a picture, "which threw the guests into an uproar."

One of the strangest charges ever made against the association was voiced in 1912 when Representative Nelson of Wisconsin accused the AMPA of lowering government inspection standards by its donations to such institutions as the University of Illinois School of Agriculture and by direct and demonstrable influence on inspectors.

The political campaign which was to put a Democratic president in the White House was in full swing during 1912. Adherents of Woodrow Wilson argued that reduction in the duties on meat would bring lower prices in the United States. The executive committee of the AMPA recognized that one of its most important efforts was to try to counteract the rumor that American meat was selling cheaper in London than in the U. S.

The executive committee early in 1912 accepted President Taft's invitation to participate in a meeting to organize a body representing all business interests. The result of this meeting was the U. S. Chamber of Commerce, which the AMPA joined in May, 1912.

One of the last acts of Republican Secretary of Agriculture Wilson before retiring in 1913 was to issue an order limiting cereal in inspected sausage to 2 per cent and restricting addition of water to sausage in general to 3



M. T. McMILLAN



A. G. GLICK



C. H. OGDEN

McMillan of J. T. McMillan Co., South St. Paul, became a member of the AMPA executive committee in 1913; he was also a member of the board and a three-time vice president of the IAMP. Glick of Brittain & Co., Marshalltown, Ia., was a member and chairman of the AMPA executive committee before his retirement in 1911. Ogden of the Pittsburgh Provision & Packing Co. was a member of the AMPA executive committee for several terms and vice president for 1912-13.

per cent. Officers of the AMPA tried to persuade Woodrow Wilson's new Secretary, David F. Houston, to rescind or delay the effective date of the order, but he refused to do so.

As the AMPA committee to confer with government officials ruefully confessed at the 1913 convention, "not much could be accomplished this year because of the change in parties in power and, for the first time, we have been obliged to take a test case to court opposing the power of the government to regulate the amount of cereal and water in sausage." (After an initial rebuff in the district court, the packers carried this St. Louis Independent Packing Co. case higher, but in 1919 the U. S. Supreme Court finally ruled for the Secretary of Agriculture.)

The 1913 annual meeting was held, in part, in conjunction with the Third International Congress of Refrigeration at Chicago.

President Gustav Bischoff, sr., struck a somber note in his opening address when he deplored the poor state of the meat industry during the year past and its poor prospects for the future. He attributed this situation to the



B. W. CORKRAN



JAMES McCREA



J. ALLERDICE

Corkran was a prominent Baltimore executive of Street & Corkran and was chairman of the board of Corkran, Hill & Co. on his retirement in 1925. He was president of the AMPA for part of 1912. McCrea was president of the AMPA during the 1917-19 war period. He was connected with the Ohio Provision Co., Cleveland, Ohio. Allerdice was a veteran of the meat business in Indianapolis and headed the Indianapolis Abattoir Co. He was AMPA president for 1910-11.

fact that because of natural conditions, such as drought, farmers were steadily reducing their livestock herds, feeling that it was better to sell their grain than to feed it to meat animals. He declared:

"The surplus of cattle that this nation boasted of 15 or 20 years ago has been wiped out, and in its stead there is the gaunt spectre of a beef famine staring us in the face. Should this percentage of decrease in our beef cattle supply continue until 1923, porterhouse at \$1 a pound retail will be cheap." Bischoff suggested that farmers should be educated on the best methods of raising meat animals for profit on high-priced farming land. He recommended that a committee investigate the possibility of educating farmers to raise more livestock, and particularly cattle.

Convention speakers included R. H. Tait of St. Louis who talked on "Advantages of Concrete Construction for Packinghouses," James E. Poole of Chicago on "The Future Meat Supply of North America," David I. Davis on "Cold Storage Construction," and E. L. Roy of Cross, Roy and Saunders on "The Relation of the Board of Trade to the Packinghouse Industry."

The association chose James C. Craig, jr., as its president for 1913-14, with Fred Krey of Krey Packing Co., St. Louis, as vice president; George L. McCarthy as secretary, and George Zehler as treasurer. The executive committee consisted of John J. Felin, Ralph W. E. Decker, Jacob E. Decker & Sons; Howard R. Smith, Jones & Lamb Co., Baltimore; W. H. Miller, Miller & Hart Inc.; John Theurer, Theurer-Norton Provision Co.; Myron McMillan, J. T. McMillan Co., St. Paul; R. Mannheimer, Charles J. Walsh, Dunlevy & Brother Co., Pittsburgh, and Fred R. Burrows.

Convention entertainment featured an "English Hunt dinner" with a hearty protein menu including filet of sole, breast of chicken, braised ham and prime ribs of beef. There were red hunting coats for all the guests, baying hounds and a huntsman on horseback to open the festivities. "All this was done," the NP reported, "for \$10 a plate, although the newspapers had been spreading tales of the 'orgy' at which packers were squandering their ill-gotten gains on a \$450 per plate banquet." At the smoker on the second night a papier-mache steer was slaughtered and its wholesale cuts were presented to convention personalities.

During 1914, 1915 and 1916 the association worked with mixed success on many of the problems then troubling the meat industry. It intervened with the Interstate Commerce Commission in connection with a spotting and switching charge and protested and claimed to have de-

feated an "outrageous" increase in freight rates. It continued to fight the Secretary of Agriculture after he refused to accept a court of appeals ruling against the government in the cereal-and-water-in-sausage case.

The executive committee and committee to confer with government officials opposed the British confiscation of meat in connection with that country's blockade of the Central Powers (1915); tried to persuade the federal government to pay packers for condemnation losses in the eradication of foot-and-mouth disease.

The AMPA tabled its project to encourage livestock production because the Department of Agriculture was studying the problem. Under Secretary Houston the USDA became intensely interested in the marketing of livestock and held a conference late in 1915 at which producers listed as their wants: 1) Higher prices; 2) More even distribution of receipts; 3) More publicity on meat supply figures; 4) Establishment of public abattoirs; 5) Regulation of the power and scope of packer buying, and 6) Slaughterers to relinquish their interest in stockyards.

The first World War ground on during 1916. The meat packing business was relatively prosperous, and livestock producers enjoyed high but fluctuating prices, but there was a rising chorus of grumbling among the latter at meat packers and their profits. As grain prices mounted with war demand and a relatively poor harvest in 1916, livestock production became less appealing and animals were liquidated at a rate that foreshadowed short supplies.

**GRUMBLING:** Meeting early in 1916, the American National Livestock Association passed resolutions asking the government to collect information on meat prices and supplies and urging the investigation of marketing conditions and packers' profits.

While individual packers may have recognized the growing precariousness of the industry's relations with producers, the public and the government, the subject was not discussed extensively at the AMPA conventions or, apparently, in the few executive committee meetings.

However, one man—General Michael Ryan—did have the vision to recognize the need for a program of public information on the industry. At the 1916 convention he pointed out how the industry had become the favorite whipping boy for notoriety-seeking politicians and suggested a permanent bureau of publicity be established to "prepare the facts for the public and see that it got them."

Export trade in meat with war-torn Europe was flourishing. At home, not long before the United States entered the war, food prices rose sharply and distribution became snarled, due in part to rail transportation difficulties and a car shortage. President Wilson directed the FTC to investigate food supply and distribution and charges of restraint of trade in foodstuffs. He noted that per capita consumption of meat had declined considerably.

During the 1914-15 term the AMPA was headed by John J. Felin with Howard R. Smith as vice president; George L. McCarthy as secretary; Max N. Agger of J. C. Roth Packing Co. as treasurer and Fred Krey as chairman of the executive committee.

Fred Krey was association president for 1915-16, with Albert T. Rohe as vice president; McCarthy as secretary; Agger as treasurer and Fred R. Burrows as chairman of the executive committee.

Going into the first U. S. war year (1916-17), Albert T. Rohe served as AMPA president; K. Frederick Pfund of G. F. Pfund & Sons, Philadelphia, as vice president; McCarthy as secretary, Agger as treasurer and Howard R. Smith headed the executive committee.

During 1917-18 the association was headed by James B. McCrea, Ohio Provision Co., with Gustav Bischoff, jr., as vice president and Agger as treasurer. McCarthy was

secretary until his death in the summer of 1918 and he was succeeded by Robert C. Gould of THE NATIONAL PROVISIONER. Charles H. Ogden of the Pittsburgh Packing & Provision Co. was chairman of the executive committee.

**WAR:** Although AMPA did participate as an organization in activities of the 1917, 1918, and 1919 war and post-war period, the setup under which the U. S. Food Administration (directed by Herbert Hoover) operated to encourage pork production, stabilize prices, control the purchases of the U. S. and its allies and to limit profits, tended to channel the packer-government relationship along narrower lines.

Thus, even prior to U. S. entry into the war, president Thomas E. Wilson of Wilson & Co. emerged as the meat industry's spokesman, assuring President Woodrow Wilson that the packers were ready to help. In general, the principals of the larger companies worked directly with the Food Administration and other government agencies during the war and through their prestige and example encouraged the cooperation of smaller firms.

A committee of the AMPA cooperated with the Bureau of Animal Industry on the elimination of waste in processing and suggested methods of conserving the wartime meat supply. The association's executive and government committees met with representatives of the Quartermaster Corps and civilian groups. Information furnished by the AMPA helped the government to set up limits on packers' profits and establish export licensing and quota machinery.

The group also helped members in smoothing out adjustment to wartime regulations and aided them in difficulties arising out of general chaos in transportation.

The meat packing industry came out of World War I with a legacy of troubles too great to be discussed here. Not the least of these, however, was the ill will of many producers and consumers, which came to a focus in the FTC report on the meat industry in 1918 and the radical regulatory proposals made in Congress in 1919 and 1920. A less perceptible result may have been a diminution in public esteem for meat as a food during the period of "meatless days." Even without this depressant, per capita consumption of meat had been on the down grade.

The first tocsin to rally the association away from its narrow objectives and policy of passive resistance was sounded by Fred Burrows at an AMPA executive committee meeting in 1919. Speaking on behalf of several midwestern packers, he suggested that the association take active measures to institute publicity work to offset the unfavorable impression engendered by the hostile attitude of the FTC toward the five large packers. He offered the services, without cost to the association, of Pendleton Dudley, an outstanding public relations counsel of New York City. The committee decided that a bureau of public relations should be established to give the public an accurate insight into the industry and to correct misconceptions. It was decided that the nominal expense was to be borne through the voluntary subscriptions of members, and that Pendleton Dudley, assisted by his associate W. W. Woods, should be engaged for the project. Wesley Hardenbergh, like Woods a graduate of Columbia University and an experienced newspaperman, joined the association's public relations team early in 1920. Norman Draper, who had done outstanding work as an Associated Press front-line correspondent during World War I, set up a Washington office for the association in 1919.

In mid-1919 the executive committee decided that the association should lend its name to a beef advertising campaign being carried on by the producers, and AMPA members published "Eat More Beef" advertisements in centers not covered by the producers' drive.

# Rebirth

1919 to 1923

A NEW trade association—a stronger, more purposeful and more effective son of the American Meat Packers Association—was first proposed to the group's executive committee by Thomas E. Wilson at a meeting on July 17, 1919.

Stating his belief that the association should be made more effective, powerful and cover a wider field of activities, Wilson suggested that it should reorganize into a body similar to the Iron & Steel or Petroleum Institute. He said that such an organization should consist primarily of packinghouse principals and should be well financed. Reorganization along these lines, Wilson emphasized, would make it possible to carry out greater and more helpful activities and the association could cooperate more effectively with government agencies and bring the industry closer to producers and the public. Wilson promised he would aid the reorganization.

Committee members Felin, Agar, Burrows, McCrea and Ogden approved the proposal and expressed the view that small packers did not realize the danger in the current attitude of the government. A special meeting of AMPA members was called for July 21.

Eighty voting members of the AMPA were present at the July 21 meeting in Chicago. Wilson outlined his proposal for a new organization and Benjamin W. Corkran, jr., moved (carried) that membership be limited to slaughterers and curers of meat products.

C. H. Ogden made a formal resolution of purpose:

"The time has come for American meat packers—individually and as a body—to set out to win the good will and support of the American people.

"It is now advisable to reorganize the American Meat Packers Association into a broader and more effective working body, aimed at: (a) affording means of co-operating with the government; (b) fostering domestic and foreign trade in meats; (c) promoting the general interests of the meat packing industry in all its branches; (d) promoting the mutual improvement of its members and the study of arts and sciences connected with meat packing."

**REORGANIZATION:** Wilson headed a committee on reorganization and this group, at Corkran's suggestion, decided to recommend that the new association should be named the Institute of American Meat Packers, and that there should be no associate members. A new constitution and by-laws provided for a president, three vice presidents, secretary and treasurer and executive committee of 15 (three-year terms, five to be elected each year). It was decided that dues should be put on a per head (cattle and hog) basis for slaughterers and a fixed amount for non-slaughterers. The PROVISIONER was to be the official organ of the association, and the headquarters was to be moved to Chicago from New York.

The new name, constitution, by-laws and change in headquarters location were submitted to the membership, and approved, by a mail vote during July-August, 1919.

Thomas E. Wilson of the IAMP answered a charge

by Senator Kenyon that the new organization was a propaganda one by saying that the propaganda was on the Senator's side in trying to convince the people that the packers were the cause of the high cost of living. He opposed the Kenyon bill in the Senate as meaning practical government ownership of the packing plants and said that he would welcome an impartial examination of the true causes of high prices.

Members of the Institute of American Meat Packers convened for the first time at the Hotel Traymore in Atlantic City on September 15 and 16, 1919. In his annual address president James B. McCrea said that the purpose of the AMPA had been to improve the meat packing industry, but that, building on that foundation, one of the major purposes of the IAMP was to publicize the important and necessary work done by the packers. Thomas E. Wilson pointed out the necessity of showing the public what the packers were really like so as to dispel rumors that they were causing the high cost of living, of cooperating with livestock producers and working together. He told of his hopes that the new IAMP would do all these things. The group adopted a resolution opposing all harmful legislation, such as the Kenyon bill, and welcoming an impartial investigation and careful examination of their books.

Entertainment at the annual smoker included a lottery in which four "lucky" members won a ride in a Curtis airplane out over the Atlantic Ocean. All returned safely.

Thomas E. Wilson was elected first president of the IAMP. Vice presidents were Samuel T. Nash of the Cleveland Provision Co.; Howard R. Smith of the Jones & Lamb Co., Baltimore, and Charles S. Hardy of San Diego, Cal. Robert G. Gould of the NP was elected secretary and John T. Agar, Wm. Davies Co., treasurer.

It was at this time that the principals of the larger companies began to participate more directly in the work of the association. The directorate for 1919-20 included such men as Edward A. Cudahy, jr., of the Cudahy Packing Co.; G. F. Swift of Swift & Company; J. Ogden Armour of Armour and Company; Edward Morris of Morris & Company, and George A. Hormel of Geo. A. Hormel & Co. G. F. Swift made a particularly outstanding contribution to the Institute over a long period as chairman of the public relations committee and proponent of the Meat Educational Program which began in 1940.

A West Coast mid-season convention was held at San Francisco in February 1920, under the direction of vice president Hardy. It was believed that this meeting would greatly stimulate West Coast membership.

In January, 1920, the IAMP began issuing monthly reports appraising the meat and livestock situation.

**COMMITTEES:** One important and effective phase of IAMP and AMI activity—the work done by the committees of experts in different fields—began during 1920. The committee on public relations, through a barrage



of news articles, letters answering unfavorable and untrue comments, pamphlets and cooperation with debaters, women's clubs and speakers, worked hard to inform the public about the business and to remove long-imbedded prejudices against it. The group furnished material to government committees and inspection agencies. The committee on packinghouse practice answered many technical questions from members and was working along three lines—conservation of product, replacement of manual labor by machinery and standardized cost accounting. The traffic committee worked day and night during the coal shortage to insure the distribution of coal allotted to packinghouses by the government.

The IAMP reported in the NP in February, 1920, the total output of about 500 federally inspected packing plants and also their profits for 1919. The report was compiled from figures furnished by the members. Also during 1920 the IAMP opposed the Gronna bill as a paternalistic and initiative-stifling proposal and one which would impose political rule on the industry; helped the U. S. Department of Justice in a campaign to promote use of the cheaper cuts of meat; carried on an advertising campaign in the PROVISIONER to win new members, and named a committee on uniform cost accounting.

**BROADER:** The manner in which the scope of Institute activities was widening at this time can be seen in the report of president Thomas E. Wilson at the 1920 convention in Atlantic City and in the talks by members and other speakers. President Wilson mentioned 26 projects on which standing committees of the IAMP had worked during the year, and these ranged from the eradication of livestock disease to negotiations with the British Ministry of Food on terms of provisions contracts.

The committee to confer with livestock producers reported that cooperation between producers and packers was growing, but that there was still a lot of room for improvement. At this time even the more rabid of the packer-haters among the producers were becoming somewhat aghast at the havoc wrought in the livestock and meat industry by the FTC investigation and proposals for regulatory legislation. More moderate leaders among the producers were beginning to listen to the counsel of cooperation which Thomas E. Wilson preached so effectively during the next few years.

One significant talk was made by Prof. H. R. Smith of the National Live Stock Sanitary Committee on the "Work of the Committee in Tuberculosis Control." The group had been set up by the Chicago U. S. Yards, packing companies and eastern railroads in 1916 and by 1918 had succeeded in getting some federal and state appropriations for the tuberculosis eradication campaign and in 1921 was to suggest the county-by-county tuberculin test program that solved the problem.



**INFORMAL NOTE** from the 1920 convention held in Atlantic City: Guy Shephard telling Charley Roberts to "come on in, the water's fine." This might be considered a "skin game" except for ample coverage by the bathing suits.

Howard R. Smith of the Institute committee on soft and oily hogs reported that research had indicated diet as the cause. Norman Draper told of the work done by the Institute in Washington.

"Silver Jubilee" badges were presented to members who had been active in the meat packing industry for 25 years or more.

Former associate members of the AMPA, now members of the American Meat Packers' Trade and Supply Association, displayed their wares on the mezzanine of the Hotel Traymore during the meeting.

Thomas E. Wilson was elected president of the association for 1920-21, and Samuel T. Nash, Howard R. Smith and Charles S. Hardy were re-elected as vice presidents. On the basis that the Institute now required a full-time secretary familiar with the meat packing industry, C. B. Heinemann of Chicago was elected to that post. John T. Agar was continued as treasurer.

E. S. Waterbury, chairman of the IAMP committee on bruised livestock, in late 1920 told a conference on livestock shipping losses of the educational work being done among producers and marketing agencies by means of pamphlets, signs for livestock pens and publicity for newspapers and magazines.

**TROUBLES:** If the American Meat Packers Association was born in adversity, the construction of the new institute proceeded during a period when the packers' lot, individually and collectively, was very unhappy. Heavy losses were experienced by many firms during the post-war deflation in 1920, and even greater ones in 1921. The larger packers were chivvied into the consent decree and the whole industry was kept on the "hot seat" by legislative proposals in Congress.

At the same time the livestock producers of the nation were in trouble and were working with (and sometimes against) the meat packing industry in trying to solve their difficulties. In late 1920 the IAMP took part in a conference with producer and marketing interests on the best method of preventing violent livestock price fluctuations. IAMP president Wilson also declared in a bulletin from Washington that the financial pressure on the farmer was one of the causes for his unfortunate position, and advocated a more liberal financial policy by the banks to enable farmers to raise livestock more profitably and continue in business.

In casting about for means of improving livestock marketing, the American Farm Bureau Federation in 1921 tried to determine whether packers would be willing to release advance information on their probable purchases of livestock, the prices they would pay, etc., for producer guidance. President Wilson of the IAMP replied that building strong consumer demand should be the primary objective of both producers and packers. He suggested that an effective national educational campaign was needed to give consumers information on meat's food value.

Consumers of the day were more misinformed than informed about meat; from the early 1900's on, patent medicine manufacturers, food faddists, vegetarians and self-styled dietary "experts" had attacked meat, frequently for reasons of self-interest. The deluge of deceptive propaganda, and sometimes honest misinformation, had convinced many doctors and dietitians that meat eating was harmful. The situation was not improved by the meatless days of World War 1 and the arguments that accompanied that silly but well-meant attempt to reduce domestic meat consumption during the emergency.

The Institute's committees continued to do immediate jobs and spadework for the future in 1921. The chairman of the committee on packinghouse practice reported that

the group was working hard to "foster the exchange of practical ideas and to discourage the hoarding of trade secrets because of the fear of competitors." In a conference with representatives of the British provision trade associations, a committee of the IAMP settled the matter of trade restrictions in a manner favorable for the Americans and secured modification of c.i.f. contract rules on bacon, hams and lard which would have hampered export trade. A committee on local delivery surveyed costs and methods and made the following recommendations: 1) Cut out unreasonable services, such as branch house delivery to brokers; 2) Lubricate automobiles and maintain them; 3) Use horses rather than trucks if mileage is under 20 per day, and use electrics for 20 to 50 miles; 4) Use the salesman's own car and pay him a fee per day.

In mid-1921 the IAMP committees on public relations and on conferring with retail dealers, as well as the bureau of public relations, were experimenting with a new mechanism for cooperation between packers and retailers. First in New York, and later in Chicago, Meat Councils of retailer and packer representatives were established. The Meat Council idea spread to other cities, was welded into a national body—the National Association of Meat Councils—and provided a good device for consistent meat educational work and special promotional effort. Packers and retail dealers found hams hard to move during the late summer of 1922; the IAMP and the Meat Councils printed and distributed hundreds of thousands of ham posters.

While stating that the meat industry would not oppose "reasonable supervision," IAMP president Wilson declared in May, 1921, that it would fight legislation to put the industry under the control of a commission given "radical and revolutionary powers" to the last, "because it might as well die fighting as die of slow strangulation."

However, on the day after the IAMP convened for its annual meeting at the Drake hotel in Chicago (August 8, 1921), Congress passed the Packers & Stock Yards Act. At the annual dinner Secretary of Agriculture Henry Wallace, who had been given regulatory power over the packers, told IAMP members:

"The power placed in the hands of the supervising agency is very great and could be used to cause much annoyance and expense to those who come under the law. Therefore I wish to make it perfectly clear that

ANNUAL DINNER OF THE INSTITUTE OF AMERICAN MEAT PACKERS AT THE DRAKE HOTEL, CHICAGO, AUGUST 9, 1921.





*MANY OF THE PACKERS who took part in the recreation of their association as the Institute of American Meat Packers can be seen in this wide angle photograph taken during the 1920 convention at the Traymore hotel in Atlantic City.*

without prejudice of any kind my whole effort will be to administer this law in a constructive way. There will be no arbitrary or offensive exercise of power. There will be no interference with the free operation of legitimate business, nor imposition of burdensome and unnecessary rules and regulations. Discretionary powers will be used fairly and with due regard to all concerned."

The convention brought out again the progress that was being made by skillfully-directed committees in different fields. W. W. Woods—at this meeting made secretary of the IAMP—analyzed the factors influencing public opinion with respect to the industry and told what the Institute was doing in its public relations program; J. A. Hawkinson reported on the development of Meat Councils; M. D. Harding of the packinghouse practice group told of 144 questions answered during the year; chairman McKeag reported on work on package standardization and Oscar G. Mayer discussed the local delivery study.

Dr. W. D. Richardson of the committee on nutrition advocated a vigorous program to show the true nutritional value of meat, and he was backed up by Doctors Paul Rudnick, W. H. Lipman and E. B. Forbes who described

meat's value, exploded fallacies and defined the need for public education. Murdo McKenzie of the committee on improved livestock breeding emphasized the importance of establishing a definite policy to help prevent further deterioration in Corn Belt cattle. Dr. R. F. Eagle discussed meat inspection with relation to plant efficiency; Norman Draper described the work of the IAMP Washington office and S. T. Nash covered the accomplishments of the committee on foreign relations and trade.

Thomas E. Wilson was reelected president for 1921-22, with C. B. Heinemann, Howard R. Smith, Albert T. Rohe and G. H. Nuckolls of Nuckolls Packing Co., Pueblo, Colo., as vice presidents; W. W. Woods was made secretary and John T. Agar continued as treasurer.

IAMP president Wilson sparked another project which has been of tremendous importance to the livestock and meat industry when, early in 1922, he spoke before the







American National Live Stock Association and urged the creation of an agency for greater cooperation between producers and packers. In answer to his plea the association unanimously approved the creation of a National Live Stock and Meat Board, to consist of 11 members representing producer organizations, two representing the IAMP, two representing the marketing agencies and two representing the meat retailers.

While the Institute itself was "getting good," it was not yet good enough to satisfy president Wilson. One defect lay in the fact that while committees of packinghouse officials could define objectives in their fields, and make some progress toward their achievement, they did not have the time or the specialized knowledge and facilities to bring their ideas into full fruition. This could only be done by full-time "executors," working under the direction of competent and imaginative administrators, and the

*MEETING OF 1921 was held in Chicago and this group assembled on the Oak street parkway near the Drake hotel. The fine old homes, including the Potter Palmer residence, which served as background, are now gone, and the area buzzes with traffic.*

foundation for such a career service was laid during the next few years when such men as Homer Davison, Dr. W. Lee Lewis, Henry Tefft and Howard C. Greer joined Woods, Hardenbergh and Heinemann on the growing staff of the Institute.

One of the most remarkable undertakings of the association was initiated during a period when the industry had been suffering staggering losses. When president Wilson proposed the ambitious "Institute Plan" at a board meeting on February 24, 1922, he remarked, "when things are at the bottom there is more necessity for sound planning than ever before." The fact that members cheered Wilson's speech in those hard times provides evidence of the basic soundness of the plan.

**THE PLAN:** In a letter to members of the IAMP in May, 1922, Wilson said of his plan:

"It proposes that the Institute, housed in an appropriate building of its own, shall be a research organization; an educational institution offering instruction to men expecting to enter the industry and to persons already engaged in the industry; a trade association; an industrial museum,



and a national show window for packinghouse materials and supplies."

Wilson thought that in research the IAMP should:

- 1) Develop and systematize a body of scientific and practical data for the service of the whole industry;
- 2) Carry on agreed research projects into new scientific and practical problems common to all packers, without infringing on research along individual lines being done by specific companies;
- 3) Conduct experiments on the extension of products and reclamation of materials;
- 4) Collect and disseminate information concerning discoveries and developments in the meat packing field;
- 5) Conduct merchandising surveys and commercial research work;
- 6) Discover waste and means of eliminating it;
- 7) Test materials and equipment offered to the industry.

As an educational institution the association should:

- 1) Provide broad but specialized collegiate education for young men intending to enter the industry;
- 2) Furnish special training to intermediate sub-executives already in the industry;
- 3) Conduct a continuation school for plant employees and junior office help.

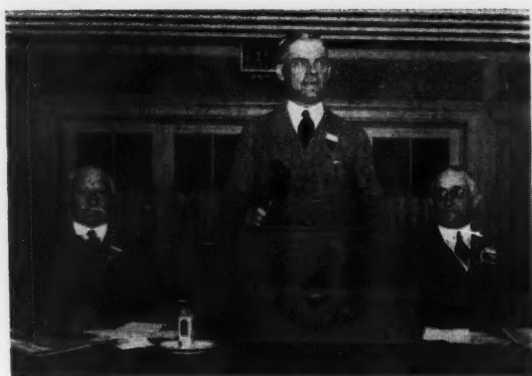
As a trade association Wilson believed that the Institute should continue to do what it was doing.

As an industrial museum the Institute should provide space for permanent exhibits showing packinghouse operations, specimens and processes, and it should rent space for exhibits of materials of industrial value. There should also be a permanent exhibit of packinghouse machinery and supplies so that packers could come and view samples before making purchases and installations.

President Wilson appointed a standing Institute Plan commission to examine and administer the proposed plan. Wilson contributed \$15,000 to get the plan started and called on members to raise \$150,000 to carry on the work for three years.

The Plan was unanimously approved by the membership at the convention in October and it was agreed to finance it by \$50,000 in individual subscriptions to be used for educational and research work.

Committees reporting at the 1922 annual meeting told of cooperative work with producers through the new Meat Board and with retailers through the Meat Councils. An Institute-made movie on livestock bruising was shown, and the committee on standardized containers demonstrated how a packer had been saved \$5,000 annually by a minor change in containers. A new plan was explained whereby packers were to pay a bonus of 10c per cwt. on



**PRESIDENT** Thomas E. Wilson calls the 1922 Institute convention to order. Vice president-elect J. C. Dold is at his right hand and vice president Howard R. Smith of Schaefer & Co., Inc., Baltimore, is on his left.

hogs from tuberculosis-free areas. The committee on nutrition reported the publication of several pamphlets, edited by Dr. E. B. Forbes, on the nutritive value of meat. The bureau of public relations had worked with the Chicago Meat Council on a sausage campaign, as well as the ham promotion mentioned earlier. In its work to improve the quality of beef, the committee on improved livestock breeding gave silver cups to the "best-bred" carloads of cattle, hogs and sheep at the 1922 International.

Prices in 1922, although low, were generally more stable and some of the depressed by-product items showed improvement. At the convention, retiring president Wilson summed up the year as follows: "We cannot hail 1922 as a banner year, but it can at least be said that our sales, on the whole, have established a speaking acquaintance with our cost plus expenses."

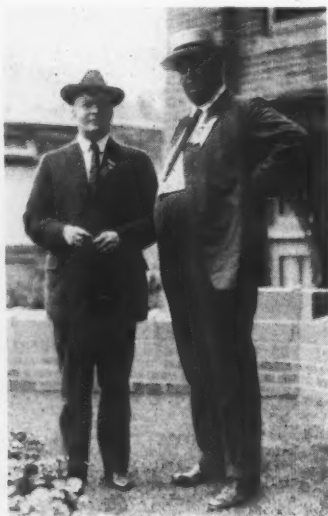
Charles E. Herrick was elected president of the IAMP for 1922-23, and C. B. Heinemann, W. W. Woods, Gustav Bischoff, jr., J. C. Dold and John J. Felin were chosen as vice presidents. Thomas E. Wilson was made chairman of the Institute Plan commission, and John T. Agar was continued as treasurer.

New names among the directors included E. C. Merritt of Indianapolis Abattoir Co.; T. Davis Hill, Corkran, Hill & Co., and T. P. Breslin, Standard Packing Co., Los Angeles.

In spite of all the virtues of the Institute Plan, the mistake was made of dividing staff executive authority in two: vice president C. B. Heinemann of the department of association management was given the supervision of activities of the committees on foreign relations and trade, traffic, packinghouse practice, industrial relations, standardized accounting, containers, local delivery, livestock producer relations, government relations, livestock losses, improved livestock breeding, finances, legal affairs and membership activities.

The department of education and research, under vice president W. W. Woods, was given the management of the bureau of public relations, bureau of nutrition, home economics and merchandising. It was directed to work with the committees on public relations, nutrition and retail dealers and trade associations.

In the four years 1919 through 1922 the packers' trade association had undergone a remarkable transformation and, more important, the blueprints had been drawn and work had been started on the development that was to take place between 1923 and 1940.



**A REALLY BIG MAN** of the IAMP was E. W. Penley of E. W. Penley Co., Auburn, Me. (right), shown here in a photograph taken during the 1919 convention of the group in Atlantic City.

# Building and Revitalizing

1923 to 1939

**T**HE TASK of rebuilding the trade association and activating the Institute Plan went forward briskly during the early 1920's. By 1923 the Institute had entered into an agreement with the University of Chicago under which the Institute of Meat Packing was created. Correspondence and night courses were organized in pork and beef operations, sausage and ready-to-serve meats, marketing and other subjects. Subsequently, this program was made an educational division of the University known as the Institute of Meat Packing and the home study courses have been pursued by thousands of meat industry employees.

During 1923 a new committee on trade extension worked with other Institute groups, and especially with the National Live Stock and Meat Board, on a "meat for health" week designed to stimulate meat consumption. Packers, retailers, commission men, country and home demonstration agents, livestock associations, railroads, hotels and many other groups participated. The "meat for health" message was told through window and wagon posters, recipe booklets, newspaper advertising, motion pictures and even through new advertising media—radio stations KDKA and WOC.

The IAMP committee on foreign relations and trade advanced trade relations with the United Kingdom, Holland and other countries, while the committee on industrial relations prepared a series of lectures with which the activities of the Institute of Meat Packing began.

The association set up a department of scientific research under Dr. W. Lee Lewis as director. Lewis was the wartime originator of deadly Lewisite gas and director of the department of chemistry at Northwestern University. A fellowship was created at Yale to study the problem of soft and oily hogs, and the Arthur Lowenstein fellowship for the study of meat spoilage was established at the University of Chicago.

The IAMP now had three "staffed" bureaus operating in addition to the department of scientific research—the bureau of public relations, the bureau of nutrition and the bureau of merchandising. During 1923 the committee and bureau of nutrition compiled all available facts on the

food value of meat and published it at intervals to counteract anti-meat propaganda and educate doctors and dietitians. The bureau of merchandising worked with meat retailers on selling and display problems.

At the convention in Atlantic City Charles E. Herrick was re-elected president for 1923-24. Vice presidents were: C. B. Heinemann, W. W. Woods, E. C. Merritt, Indianapolis Abattoir Co.; J. C. Dold, and John J. Felin.

Thomas E. Wilson continued as chairman of the Institute Plan commission and John T. Agar as treasurer.

Early in 1924 the committee on packinghouse practice of the IAMP announced a contest with prizes of \$500 and \$250 for the two best ideas on packinghouse operations. The association also started to work with equipment manufacturers on standardization of hog and beef trolleys.

The committee and the bureau of public relations were especially active during 1924. Recipe cards, colored cutting charts and other material were distributed to the public, and the bureau published a booklet by explorer Vilhjalmur Stefansson on his 11 years on a meat diet in the Arctic.

One feature of the 1924 convention at Chicago was the formal opening of the Institute of Meat Packing; Harold H. Swift, chairman of the board of the University of Chicago, praised the way in which the Institute Plan had worked out in connection with the school.

**RESEARCH BEGINS:** At that time, also, Thomas E. Wilson offered to provide a grant of \$15,000 to finance establishment of a scientific research laboratory. The offer was unanimously accepted by members of the IAMP and, in due course, the Institute and the University of Chicago signed a covenant through which laboratory facilities for the IAMP department of scientific research were made available by the University and Dr. Lewis accepted appointment as its director.

Under the supervision of Dr. Lewis, research scientists were added to the laboratory staff and a very modest, but highly effective, research program was started.

While several meat packing companies had well organ-

*A SWIFT PHALANX sweeps the board walk at Atlantic City during the 1923 convention. Left to right are: James Rose, Joseph Healy, R. C. Howes, Charles H. Swift, A. D. White, F. M. Hall, R. H. Gifford, W. C. Davis, C. S. Hopkins and R. W. Carter, all of them officials of Swift & Company.*





ized and staffed laboratories at the time, the general application of science to processes of the meat industry was still in an embryonic stage. Many major developments were yet to come and the Institute's laboratories were to make important contributions in several areas.

The need for an industry-wide research program was brought sharply into focus by exigencies developing during and after World War I. Meat had become the target of attack by many faddists and propagandists who claimed that it was injurious to health. Those attacking meat had no facts to prove their claims, but neither did its defenders have scientific information to refute them. In addition, since industry processes largely were based on tradition and had been developed by trial and error, there were many common practical problems and product failures pressing for explanation and solution.

A "young veteran" of the AMPA-IAMP, and one of the foremost students of industry economics—Oscar G. Mayer—was elected president for 1924-25, to be backed up by vice presidents W. W. Woods, John J. Felin, Myron McMillan, F. S. Snyder of Batchelder & Snyder Co. and E. C. Merritt. John T. Agar was named as treasurer. The directorate included such new names as Jay E. Decker, Jacob E. Decker & Sons; F. Edson White, Armour and Company; R. T. Keefe, Henneberry & Company; Fred Guggenheim, Guggenheim Bros., and Elmore Schroth, J. & F. Schroth Packing Co.

**SERVICE LAB.:** In mid-1925 the IAMP opened a service laboratory at Chicago. Its functions were: 1) To analyze samples of material sent in by members; 2) To advise inquiring members on chemical aspects of packinghouse procedure, and 3) To furnish information on the worth of patented processes. These services have been furnished on a nominal fee basis. Since its founding the service laboratory has handled several thousands of analytical samples each year and has helped to improve analytical methods in the industry. It has aided many firms in setting up quality control procedures and in the solution of product and processing problems.

During the same year the IAMP department of scientific research experimented with sodium nitrite—a quicker curing agent that had been used successfully in Europe and experimentally by non-federally inspected American houses. The BAI approved the use of this material late in 1925. The department also worked on the roles of sugar and salt in curing and this research, coupled with that on nitrite, was a major step toward development of mild cures.



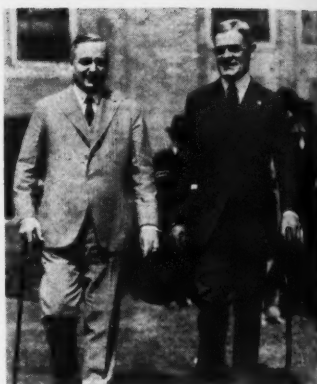
SCIENCE MEANS PROFIT  
W. LEE LEWIS

Standardization of packinghouse equipment and supplies was also carried forward during the year under Institute leadership; standards for trolleys, lard cans and sausage meat and tank charging trucks had already been adopted and packers were asked to approve tentative specifications for ham, bacon and pork loin trucks and for lard crates and boxes. Application of stainless steel in the packinghouse was another subject investigated by the association.

The Institute dealt with the problem of equipment and supplies from another angle in setting up a department of purchasing practice under Harry L. Osman and, after opening associate memberships for the first time since 1919, enrolled 33 supply and service companies.

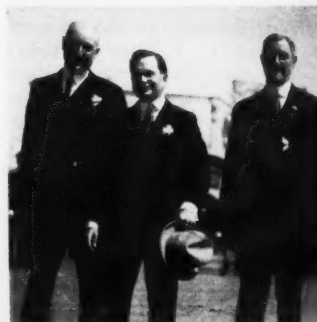
The Institute Plan commission in 1925 put the final touches on a new department of packinghouse practice, which was placed under the direction of Henry D. Tefft, an operating expert with experience in American and

THOMAS E. WILSON, chairman of the Institute Plan commission, and the late Dr. R. F. Eagle, chairman of the committee to confer with government officials, both of Wilson & Co., walk and talk during the 1923 meeting of the trade association.



1923 CONVENTION speaker Paul I. Aldrich, late editor of *The National Provisioner*, gathers Atlantic City sunshine with his friend, Joseph Ilg, a traffic representative of the Grand Trunk Railroad, who was well known to many packers at this time.

**VICE PRESIDENTS**  
C. B. Heinemann and W. W. Woods of the Institute of American Meat Packers stride out with association president Charles E. Herrick of the Brennan Packing Co. at the convention in Atlantic City in 1923. All three industry leaders are now dead.



**ARMOUR & COMPANY** conventioners at Atlantic City. Seated, left to right, are Watson Armour, P. D. Armour, and Laurance Armour. Standing left to right, are W. E. Renfro, Dr. J. J. Hayes, Bill Grace, unknown, W. P. Hemphill, George T. Lee, Julius Jacobs, Al Sullivan, unknown, and Myrick Harding.



BALTIMOREANS ALL at 1924 meeting were Joseph Kurdle, John A. Gebelein, W. F. Schluderberg and Howard R. Smith.



1924 PRESIDENT-ELECT of the Institute, Oscar G. Mayer of Oscar Mayer & Co., Chicago, with Al Eberhart, Dold Packing Co., Omaha, and J. Paul Dold, Jacob Dold Packing Co., Buffalo, a director of the association.

PUBLIC relations expert Pendleton Dudley, Eastern director of the Institute of American Meat Packers, with retail leader John T. Russell of Chicago at the 1924 annual convention.



WILSON & CO. convention group at Atlantic City. Standing, left to right, are R. F. Eagle, V. D. Skipworth, Leo Joseph, Thomas E. Wilson, Arthur Lowenstein, Jewel P. Lightfoot, unknown, William Lyne and A. B. Drummond. Seated are one unknown, Eddie S. La Burt, Carl Aldrich, G. L. Romeiser, Murdo MacKenzie, S. C. Frazee, George Blair and W. W. Bower.

Canadian plants, and also set up a department of industrial education.

The committee on foreign relations and trade dealt with three major problems: British market conditions, boraxed meats in Britain and oleo oil for Greece, while the committee on industrial relations discovered that it should give more emphasis to personnel work.

Speculative propensities of the meat industry and a short supply of hogs made 1925 a poor year for packers. At the 1925 IAMP convention president Oscar G. Mayer declared:

"The experience of the industry during the last year proved clearly that the continued purchase of hogs at a loss, and the failure to price inventories at cost or market, whichever is lower, are the two evils of modern day operating practice."

The fifth and sixth sessions of the 1925 convention in Chicago were devoted to a public discussion of "industry in education," which was held on the University of Chicago campus under the joint auspices of the University and the IAMP. Leaders in various industries presented their views, including E. W. Rice, jr., honorary chairman of the board of General Electric; Frank O. Lowden, speaking for agriculture; Charles M. Schwab, chairman of the board of Bethlehem Steel; U. S. Vice President Charles G. Dawes and General J. G. Harbord, president of Radio Corporation of America.

Oscar G. Mayer was re-elected president for 1925-26, and the five vice presidents were E. A. Cudahy, jr., Cudahy Packing Co.; W. W. Woods, John J. Felin, Myron McMillan and F. S. Snyder. John T. Agar was chosen as treasurer. New names on the directorate included A. T. Rohe of Rohe & Brother, W. F. Schluderberg of Wm. Schluderberg-T. J. Kurdle Co., and L. E. Dennig, St. Louis Independent Packing Co.

More widespread member participation and contact with Institute activities were the objective of a regional committee plan set up in 1925 under which the country was divided into 27 districts for the purpose of holding regional meetings. Each of the regional meetings was addressed by two directors. In the next year the number of regions was reduced to eight.

Beginning in 1925 the Institute staged comparative exhibitions of carcasses of Prime and scrub cattle and firm and soft-oily hogs at the International Livestock show. In the new year (1926) the department of retail merchandising began a series of radio talks stressing the nutritive value, flavor and economy of meat, and especially the less popular cuts, over radio stations KYW, WJZ, WHAD and WDAF.

**IAMP EVALUATED:** The meat industry had a fairly good year in 1926, and president Mayer could report to the IAMP convention in Chicago:

"From farm to table, the Institute serves the packing industry, helping to improve and conserve the packer's raw material; aiding in the development of better operating practices and improved personnel; helping to make more efficient and less wasteful the distribution of his products, and, finally, endeavoring to create a better public opinion of the meat industry and its product, and a greater demand for meat."

However, president Mayer listed five needs of the industry — continued public esteem, better profits, improved accounting methods, better livestock statistics and closer relationship with producers — and vice president W. W. Woods prophetically stated a compelling need:

"To protect its consuming outlet adequately, our industry sooner or later must undertake a well studied, carefully-planned and soundly-financed advertising campaign."

For 1926-27 the members of the association re-elected

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the officers of the previous year and added to the directorate such names as J. W. Rath, Rath Packing Co., and S. T. Nash, Cleveland Provision Co.

President Mayer called a "special convention" for June 8, 1927 "to consider and act on a definite, legitimate plan for merchandising current stocks of ham and bacon more effectively," and more than 100 packers approved plans for a \$300,000 advertising and merchandising drive. At the time, stocks of S. P. meats were very large and prices were about 25 per cent below the 1926 level; plenty of product was in sight for the future and export prospects were dim. Facing this situation, IAMP members decided to boost smoked meat consumption through a cooperative campaign with each participant contributing on the basis of his 1925 hog slaughter.

Packers, retailers, hotels, restaurants, railroads and other food purveyors cooperated in the two-month drive. Advertisements appeared weekly in newspapers in more than 150 cities. More than 24,000,000 pieces of promotional material—posters, window streamers, recipe booklets and stickers were made available to the trade. The IAMP and the PROVISIONER sponsored prize contests for salesmen.

In late August the NP called the campaign "an undebatable success . . . it increased ham consumption greatly, without forcing a sharp decline in prices."

Evidence of the vitality and improving staff-work of the Institute can be seen in the fact that while this unprecedented promotional campaign was being carried on, the organization added a department of accounting under the direction of Howard C. Greer; worked with Purdue University on the meat hog; studied coal consumption in relation to slaughter volume; standardized specifications for twine, fabrics, paper and brushes; continued research on ham souring; worked on complex foreign trade problems; helped to direct the basic research program of the National Live Stock and Meat Board into meat's life-giving values, and worked with the Better Beef Association in the initial try-out of federal beef grading.

In the midst of these other activities the department of scientific research was digging into fundamental problems. It developed information establishing the fact that many spoilage and kindred problems were closely related to ineffectual plant sanitation. The Institute laboratory introduced sodium hypochlorite as an effective sterilizing agent, as well as plant sanitation practices that have become commonplace.

Data on sodium hypochlorite and other information on the control of molds, slimes and common meat discolorations were set forth by Dr. Lewis and his associates in a series of publications, the first appearing in 1926. The basic information developed in the early program, and the sanitation principles then set forth, remain sound and are in general use today.

A booklet, "Color Control and Conservation of Cured Meats," first issued in 1936, has been reprinted in four



**CARTOON** in the NP of 1924 celebrating the establishment of the Institute of Meat Packing at the University of Chicago, the inauguration of Oscar G. Mayer as chairman of the board of the IAMP and showing some of the leaders of the association.

editions and about 25,000 copies have been distributed.

The increasing importance of the Institute's career service staff was given recognition at the 1927 convention when W. W. Woods was named executive vice president, and Wesley Hardenbergh and Homer Davison were elected assistant vice presidents, and Howard C. Greer was made assistant treasurer. Oscar G. Mayer was chosen as the only four-time president of the association, and E. A. Cudahy, jr., John J. Felin, F. S. Snyder and John A. Hawkinson were made vice presidents. Henry Neuhoof of Neuhoof Packing Co. was elected treasurer, and John R. Kinghan of Kingan & Co. was a new director.

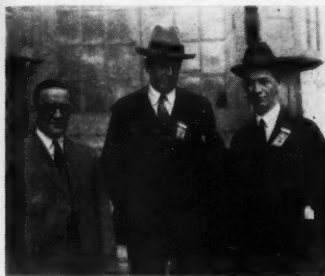
Meat packers became particularly conscious of some



**FIRST NATIONWIDE** promotion undertaken by the IAMP was the ham campaign of 1927. This NP cartoon of the time shows how the magazine believed the eating and buying habits of the public would be affected by the drive. Note the reference to Lindbergh's fare on his history-making solo trans-Atlantic flight.



new problems during 1927-28 (although they had been building for several years) and it is significant that they moved to meet them through their trade association. Direct buying of livestock was under fire from some



**1924 CONVENTION-  
EERS:** J. V. Jamison,  
Jamison Cold Storage  
Door Co.; J. C. Peyton  
of Peyton Packing Co.,  
and Joseph P. Mur-  
phy, Blayne-Murphy  
Co. of Denver, Col.

producer groups and restrictive legislation (Capper-Tincher bill of 1927 and the Capper and Hope proposals of 1928) were opposed by the Institute

President Mayer of the IAMP told the National Live Stock Producers Association that the packers bought direct, when necessary to obtain enough hogs, and that they purchased direct because producers chose to sell so. He pointed out that the total supply of hogs and total demand—not place of purchase or method of buying—determined prices. He also emphasized that a new type of hog was needed with more lean protein tissue, and that hog production should be based on meat demand rather than corn supply.

Mass buying by chain retailers was another new phenomenon which meat packers had to face and these chains were described as “troublesome customers” and blamed for an increase in the price shading and cutting always prevalent in the industry.

Consciousness of the general industrial prosperity of 1928, and their own poor to mediocre returns, made meat industry leaders wonder, “How can we make more money?”

Directors of the Institute gave vice president Woods the special assignment of finding the underlying causes that made it difficult for the industry to make a modest profit and impossible to maintain a steady one. As a result of his analysis, Woods listed the following as limiting factors:

1) The decline in prices; 2) The decline in exports; 3) Relatively high prices for choice cuts; 4) Packers’ desire for volume had led to overpricing livestock and underpricing meats; 5) Unbalanced distribution of processing plants and livestock; 6) Over-capacity of plants in relation to demand; 7) Disparity between efficiency of different companies had allowed some to shave their margins; 8) Chain stores, cooperative buying and other merchandising developments, and 9) Lack of relevance between livestock supply and demand for meat.

Woods believed that the effect of some of these factors might be modified by:

1) A cooperative advertising campaign; 2) Closer co-



**HOOSIER packers**  
Charles S. Hughes of  
Anderson, Ind., and  
H. C. Kuhner of Mun-  
cie, Ind., were active  
participants in the  
convention of 1924.

operation with producers to improve and increase supplies, lower the cost of livestock production and bring about more orderly marketings; 3) Encouraging consolidation of companies or facilities (at local level) where uneconomic duplication existed; 4) Expanding and improving statistics on meat marketing; 5) Speeding up curing to minimize speculation; 6) Establishment of standard units for dealing in industry commodities and their use as a basis for figuring differentials; 7) Working with agricultural colleges and other agencies to increase livestock production in areas where plant capacity exceeded supplies; 8) Integrating meat packing and retailing; 9) Elimination of disorderly trade practices by agreeing that the departure of a packer from his price list, before it was withdrawn, would constitute an act of unfair competition.

The Institute created a commission on the elimination of waste under F. Edson White of Armour and Company. While making even more fundamental studies for use in 1929, the commission’s section on distribution and selling recommended during 1928 the correction of



abuses in rail stock weighing, acceptance of dealers’ telephone calls and telegrams, dropping fractional pounds on small orders, and too frequent deliveries and the acceptance of unnecessarily small orders.

Conferences were held with producers and agricultural

**PACKER and cattle raiser get together at the 1924 convention of the Institute. At the left is W. G. Jamison of La Veta, Col., with Edward A. Cudahy, jr., now chairman of the board of the Cudahy Packing Co.**



educators on the problem of soft pork resulting from soy-bean feeding. Scientific research was directed toward determining the effect of fat selection, processing methods and bleaching on lard quality.

At the 1928 convention in Atlantic City it was decided to amend the association’s constitution to provide for a paid, full-time president and a chairman of the board of directors. It was decided that the latter should be a packer and should be titular head of the Institute. William Whitfield Woods was chosen as the first new-style president and F. S. Snyder as the first chairman of the board. E. A. Cudahy, jr.; Jay C. Hormel of Geo. A. Hormel & Co.; Chester Newcomb of Lake Erie Provision Co.; John J. Felin, and A. T. Rohe were elected vice chairmen. New directors included Frank Firor, Adolf Gobel, Inc.; E. C. Andrews, Jacob Dold Packing Co.,

and F. R. Warton, associated with Allied Packers, Inc.

The event that began to turn the tide of medical opinion in regard to the nutritional standing of meat took place in 1928-29. This was the experiment in which Vilhjalmur Stefansson and Karsten Andersen ate nothing but meat for one year, living under conditions of city life. The project was financed by the Institute, but was supervised by a committee of outstanding scientists and institutions headed by the Russell Sage Institute of Pathology. Before the test nearly everyone believed that "man cannot live by meat alone." Many people, including some authorities, believed that meat was harmful even as part of a mixed diet.

As far as supervising physicians could tell, Stefansson and Andersen were in as good average health all during the one-year test as before. The experimenters thought their health was a little better than average and said they enjoyed and prospered on the meat in midsummer as in midwinter. The primary conclusion—that men could prosper on an all-meat diet—amazed the medical world and jolted many doctors out of their old thinking.

Meat industry leaders faced 1929 with confidence and a belief that the economic well-being of 1928 must continue for, said F. Edson White of Armour: "Prosperity is the rule when people are working and receiving good wages, and when there is faith in the administration of the federal government."

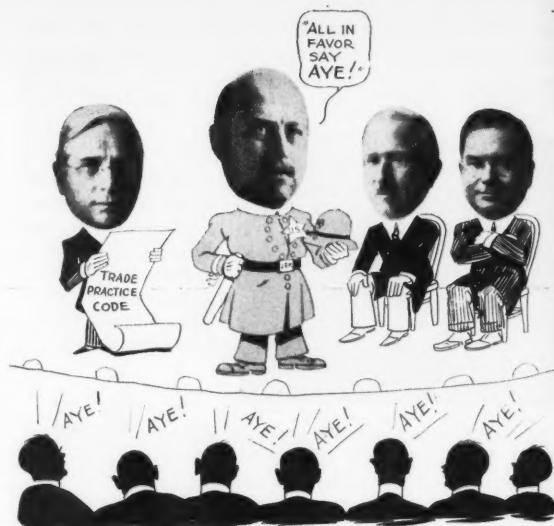
**FAIR TRADE:** President Woods' study of the industry's weaknesses, and the work of the IAMP commission on the elimination of waste, bore fruit in 1929 when the commission drew up a list of objectionable practices in the fields of distribution and livestock purchasing. Proposals for correcting these and other abuses in the trade were discussed by all interested packers at a series of meetings throughout the country and a proposed code of fair trade practices was formulated. The Secretary of Agriculture invited all members of the packing industry to attend a trade practice conference to be held during the convention of the IAMP.

The proposed code was approved first by the Institute membership and then by the industry as a whole at the conference in October, 1929. Secretary of Agriculture Arthur M. Hyde accepted the code soon afterward with the proviso that all sections not already in effect because of their inclusion in the Packers and Stockyards Act, should become effective January 1, 1930. The code covered the following points:

**Unfair Sales Practices:** (a) Secret rebates, concessions or allowances of any kind; (b) Obscuring the sales price by granting secretly unusual discounts or terms; (c) Discriminating unduly among buyers in terms, prices, discounts or in services; (d) Giving premiums with pack-



**ARCTIC EXPLORER** Vilhjalmur Stefansson at the 1940 convention described the famous 1928-29 experiment in which he and Karsten Andersen proved that man can live healthily by meat and water alone. The project confounded dietitians who had belittled meat.



TRADE PRACTICE CONFERENCE OF THE PACKING INDUSTRY.

AT THE 1929 convention of the Institute of American Meat Packers, Dr. John R. Mohler, chief of the Bureau of Animal Industry (center), presided at session at which the meat packing industry adopted a code of fair trade practices. F. Edson White of Armour and Company, chairman of the commission on elimination of waste, is shown reading the code to the assembly, while IAMP board chairman F. S. Snyder and president W. W. Woods look on.

inghouse products; (e) Guaranteeing a customer against a market decline or advance; (f) Selling below a reasonable market value to injure a competitor or to lessen competition; (g) An attempt unwarrantedly to evade fulfillment of an agreement to purchase or sell or to receive or deliver goods; (h) Making false or misleading statements concerning grade, quality, condition, nature, quantity, origin or preparation of any packinghouse product; (i) Making a defamatory or untrue statement with regard to a competitor, his business, his policies or his products.

**Livestock Trading Rules:** (a) The practice of giving shippers the option of more than one day's market is unfair; (b) Secret allowances to sellers of livestock involving weight, price or shrink are unfair; (c) Price discrimination or favoritism to any individual or organization selling livestock, by any buyer, which works to the disadvantage of others on the same market, is an unfair method; (d) Engaging livestock at any public market prior to the opening, and P. T. sales are unfair practices.

Fair trade practice agreements were almost a fetish in the business world at this time and they had been especially encouraged by Secretary of Commerce (then President) Herbert Hoover. They were based, in part, on the assumptions that a high degree of orderliness could be achieved in business, and that some problems of a competitive economy could be eased if businessmen could be persuaded or forced into being rational in their economic behavior. In many cases the codes: (a) Reiterated portions of state and federal laws covering competitive practices; (b) Restated principles to which successful businesses adhered most of the time for reasons of self-survival, and (c) Stated ethical concepts which were difficult to enforce and easy to ignore.

The meat industry's code of fair trade practices was successful in that there was a high degree of voluntary compliance with many of its provisions, but neither the

Institute nor the Secretary of Agriculture was able to bring about universal observance of other code rules.

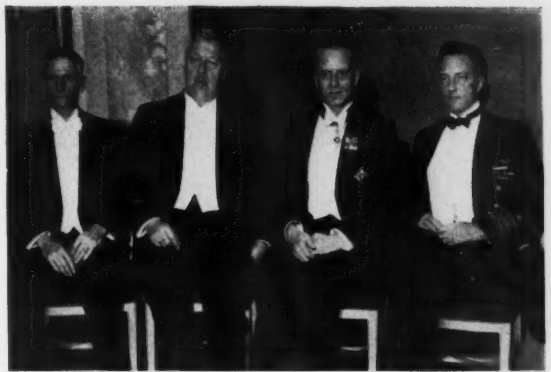
At the 1929 convention president Woods reported that the organization had done much to stimulate interest in a good meat-type hog yielding more of the desirable cuts and less lard; had worked with the swine growers to find a remedy for violent fluctuations in the hog market; had experimented with more modern and humane methods of slaughter, especially in connection with electrical stunning; had shortened the curing time for meat, and had published a book on packinghouse accounting.

Members re-elected the incumbent officers for 1929-30, replacing vice chairman John J. Felin (deceased) with B. C. Dickinson of Louis Burk, Inc. Frank A. Hunter of East Side Packing Co. and George L. Franklin, Dunlevy-Franklin Co., joined the board of directors.

Pioneer leaders in American industry, including Henry Ford, Thomas Edison, Harvey Firestone, George Eastman, Julius Rosenwald, Sir Thomas Lipton, Charles M. Schwab and Walter Chrysler, were honored at the seventh conference of major industries, held by the IAMP and Columbia University in New York during 1930. At the eighth conference, also held in New York during the 1931 convention, industrial leaders of Europe were the honored guests. Headliners included Dr. Carl von Siemens, German electrical magnate; Fritz Thyssen, German steel leader; Andre Citroen, the "Henry Ford of France;" Dr. Hugo Eckener, commander of the Graf Zeppelin; Admiral Richard Byrd; Vittorio Orlando, former Premier of Italy; Field Marshal Sir William Robertson; Sir Arthur Whitten Brown, first non-stop Atlantic flyer, and Yukio Ozaki of Japan.

The chairman of the board of the IAMP for 1930-31 was F. S. Snyder, while John W. Rath was elected to the post for 1931-32 and for two succeeding terms. George A. Schmidt of Stahl-Meyer, Inc., and W. F. Schluderberg became vice-chairmen during this period. H. Harold Meyer of H. H. Meyer Packing Co. was elected treasurer in 1931, a position he has held ever since. The early 1930's also saw the addition of several directors from the Pacific Coast area—Frank M. Hauser, Hauser Packing Co., Los Angeles; Curtis Cross, Valley Packing Co., Salem, Ore.; Robert Swanston, C. Swanston & Sons, Sacramento, and W. H. Wells, Carstens Packing Co., Tacoma, Wash.—as well as such prominent industry figures as Samuel Slotkin, Hygrade Food Products Corp.; T. Henry Foster of John Morrell & Co.; Fred M. Tobin, Tobin Packing Co.; G. L. Childress, Houston Packing Co.; T. George Lee of Armour and Company, and Louis W. Kahn, E. Kahn's Sons Co.

The course of the Institute had been well charted



**PIONEERING AVIATORS** whose flights had extended good will were among those honored at 1931 friendship dinner in New York's Waldorf Astoria. Left to right are: Commander A. C. Read, U.S. Navy, first flyer to cross the Atlantic; Dr. Hugo Eckener, Germany, commander of the Graf Zeppelin in its world tours; Sir Arthur Whitten Brown, England, first non-stop Atlantic flyer, and Admiral Richard E. Byrd, U. S. Navy, only man to fly over both the North and South Poles.



**WORLD PEACE** and friendship mean world trade and world prosperity, these speakers from four nations emphasized at 1931 "World Friendship Dinner," sponsored by Institute of American Meat Packers and Columbia University following the Institute's 26th annual meeting. Shown (left to right) are: Andre Citroen, the "Henry Ford" of France, who headed Citroen Motor Works of Paris; former Premier Vittorio Orlando, Italy; Field Marshall Sir William Robertson, chief of the general staff of the British Army, and Yukio Ozaki of Japan.

**CONVENTION SPECIAL** bound for 1931 Institute meeting in New York City is shown ready to leave Chicago station. On platform (l. to r.) were: Karl Meyer, Harry I. Hoffman, D. J. Donohue, Wesley Hardenbergh, J. A. Hawkinson, A. C. Bolz, Ira A. Newman, T. W. Koch, Homer Davison, Mrs. T. W. Koch, Howard Greer and A. W. Ewers. Checking schedule with two railroad officials below was Paul I. Aldrich (left), then editor and president of The National Provisioner.







**INVASION** of Chicago's Michigan boulevard by livestock, cowboys and producers was hailed during "Meat Prices Are Down" parade of 1931. The Institute and National Live Stock and Meat Board cooperated in the project.



**CHAIRMANSHIP** of the Institute of American Meat Packers passes in 1934 from John W. Rath (left) to Frank A. Hunter (right), while president W. W. Woods looks on.



**CLIPPINGS** exhibited by AMI at AAA hearings showed consumer reaction against high meat prices of 1935.

by 1930 and the departmental and committee work of the association moved forward steadily during the next decade in spite of the difficulties of the depression and the problems introduced by the New Deal.

Wesley Hardenbergh and Homer Davison became vice presidents of the Institute during this period.

Meat and livestock prices sagged and sank during 1930 and 1931, but achieved some stability in 1932. While sympathizing with the sorry plight of agriculture, the Institute opposed the inclusion of hogs in "domestic allotment" legislation proposed in Congress in 1932. At the same time IAMP chairman Rath voiced a common thought of the day when he pointed out the desirability of finding some way to regulate production of livestock.

On the positive side, the IAMP during the depression won the approval of the committee on foods of the American Medical Association for statements on the nutritive characteristics of meat. The association also started an educational campaign to advise hog raisers on the undesirability of feeding soybeans in the natural state to hogs.

While business generally was hesitant to step into the path of the New Deal band-wagon during its first rush in 1933, the IAMP did oppose the processing tax and surplus reduction provisions of the Agricultural Adjustment Act, pointing out that the tax on pork was one that consumers could not and would not pay, and that it was not necessary to reduce livestock production.

Although disagreeing with the principles of the adjustment effort, the Institute worked with the AAA and the Secretary of Agriculture in an effort to protect the packers and to safeguard, insofar as it was possible, the long-range interests of livestock producers and consumers. Canning and other operating experts within the IAMP worked with the Department of Agriculture and its agencies (BAI, FERA and FSRC) during the drought slaughter and meat salvage program of 1934-35.

After two years of forbearance, the meat industry during 1935 began to fight back against the New Deal and its AAA. Opposition first crystallized against proposed amendments to the Agricultural Adjustment Act which would have given licensing and other power over meat packers to the Secretary of Agriculture. After the National Recovery Act had been declared unconstitutional by the Supreme Court in the Schechter poultry case, Secretary Wallace abandoned his attempt to get broader power for the AAA and tried to save the processing tax which was being attacked by processors in the courts.

During the fall of 1935 the AAA held hearings on the question of continuing the corn-hog production control program for another two years. IAMP president Woods presented strong arguments against such a course: The emergency was over; hog prices were at or above parity with prices of goods the farmer bought; consumers resented high pork prices since their incomes had not risen proportionately; meat industry employment and payrolls had fallen because of lower hog volume, and imports of meat and inedible tallow had increased tremendously.

Frank A. Hunter became chairman of the board of the IAMP during 1934 for the first of four consecutive terms. New directors who joined the board during the period included R. S. Sinclair, Kingan & Co.; P. E. Tovrea, Tovrea Packing Co.; R. H. Cabell, Armour and Company; Frank Kohrs, Kohrs Packing Co.; D. R. Howland, Miller & Hart; G. W. Birrell, Ch. Kunzler Co.; David G. Madden, East Tennessee Packing Co.; W. R. Sinclair, Kingan & Co.; S. P. Cornelius, Cornelius Packing Co., and O. B. Joseph, James Henry Packing Co.

The year 1936 started happily for meat packers when the Supreme Court decided that the Agricultural Adjustment Act was unconstitutional and wiped out the proc-

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essing tax and corn-hog pro-  
duction control. In an effort  
to prevent the return to pork  
and other agricultural pro-  
cessors of the unconstitutional  
taxes they had paid in 1933,  
1934 and 1935, the adminis-  
tration sponsored legislation  
to impose a "windfall tax."

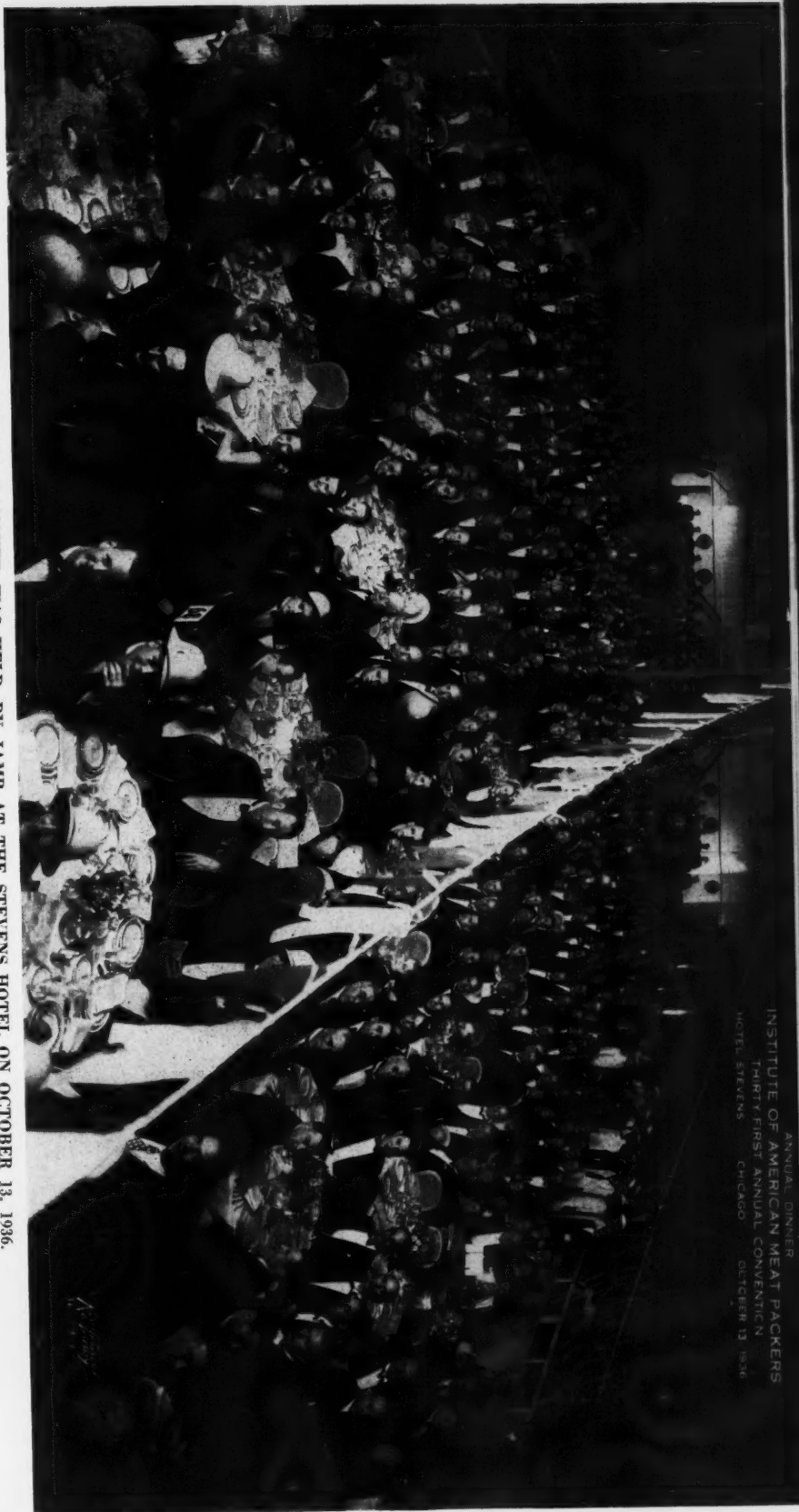
Nearly 100 small packers  
attended a tax hearing in  
May and IAMP president  
Woods warned that "scores  
of small packing plants would  
be forced to close their doors  
and put thousands of their  
employees out of work if  
Congress enacts this tax."

While meat packers were  
trying to live with agricul-  
tural adjustment, drought re-  
lief and a new relationship  
with labor, their association  
was striking out in new di-  
rections. The Institute open-  
ed a northwestern branch of-  
fice at Seattle during 1936,  
with John H. Moninger, a  
member of the public rela-  
tions staff, as director. Sales  
executives of IAMP member  
companies during 1937  
heard recommendations by a  
special committee on trade  
practices that packers should  
stop: 1) Furnishing sales or  
clerical help to dealers; 2)  
Wasteful deliveries; 3) Fail-  
ing to use a cutoff hour; 4)  
Excessive entertainment of  
customers, and 5) Paying  
buyers' expenses to a buying  
center or plant.

A succession of year-to-year  
increases in U. S. meat pro-  
duction began in 1938 and  
continued until a new high  
of more than 25,000,000,000  
lbs. was reached in 1944. In  
response to heavy livestock  
receipts, low prices and lag-  
ging consumption during the  
winter of 1937-38, the Insti-  
tute staged a nationwide "eat  
more meat" campaign and  
president Woods reported that  
\$500,000,000 had been  
added to livestock values in  
one month, partly as a result  
of the drive.

One irritant of 1938 was  
the undistributed profits tax  
and this levy was attacked  
before a House committee by  
Howard C. Greer, director of  
the IAMP department of or-  
ganization and accounting,  
who said that the tax im-  
posed a particular hardship  
on the industry which found

SHIPSHAPE ANNUAL BANQUET WAS HELD BY IAMP AT THE STEVENS HOTEL ON OCTOBER 13, 1936.



INSTITUTE OF AMERICAN MEAT PACKERS  
THIRTY FIRST ANNUAL CONVENTION  
HOTEL STEVENS CHICAGO OCTOBER 13 1936

it difficult to obtain outside capital because of intense competition and narrow margins. He also pointed out that industry earnings fluctuated widely from year to year,



**HIGH LEVEL PLANNERS** for the Institute in 1937 included (front row) W. S. Clithero, Armour and Company; Thomas E. Wilson, Wilson & Co.; Edward A. Cudahy, Cudahy Packing Co.; Frank A. Hunter, Hunter Packing Co., and W. W. Woods, IAMP president. In second row (left to right) are Oscar G. Mayer, Oscar Mayer & Co.; William Felin, John J. Felin & Co.; Gustavus F. Swift of Swift & Company, and R. S. Sinclair of Kingan & Co., Inc., of Indianapolis.

which made it necessary to set aside the earnings of good periods to offset the losses experienced during more difficult times. The relatively low level of profits was in 1938, as it is today, a cause for concern.

Cost finding was the theme of the 1938 Institute convention since it had been discovered that too many firms did not know their costs. T. Henry Foster of John Morrell & Co. was elected chairman of the board, and other officers, vice chairmen and directors of the association were continued in their posts.

Early in 1939 the Institute lost its foresighted and energetic president, William Whitfield Woods, who had led the organization since 1928. He was succeeded as president by Wesley Hardenbergh, a vice president and direc-

tor of the department of public relations for many years.

At the 1939 convention (shortly after the outbreak of World War II), George A. Schmidt of Stahl-Meyer, Inc., was elected chairman of the board, and Wesley Harden-

**TWO PARTICIPANTS** in much of the trade association's early activity—the late Paul I. Aldrich, NP editor, and the late Albert T. Rohe, past president of the American Meat Packers Association, chat at the 1940 meeting.



**FOR MANY YEARS** the late John A. Hawkinson, one-time president of Allied Packers, Inc., and an active worker with the Institute of American Meat Packers, was a familiar figure at industry conventions. He was a vice president of the association for 1927-28.



**PUBLICIST** Pendleton Dudley's connection with the trade association dates back to 1919 when he headed the bureau of public relations of the American Meat Packers Association. He welcomed the advertising program in 1940.



bergh was confirmed as president of the Institute. Robert Swanston joined the vice chairmen, and George Eastwood of Armour and Company; Walter Reinemann of Fried & Reinemann, and H. A. Mady of the Carstens Packing Co. became members of the board of directors.



**A. D. WHITE** is the owner of this sterling silver, glass bottom mug. It is a souvenir of the first AMPA dinner held in 1907. (See page 54 for picture.)



# Promoting and Progressing

## 1940 to 1956

**T**HE year 1940 will always stand out as the beginning of an epoch for the American meat packing industry and its trade association for it was then that the dreams of Michael Ryan, Fred Burrows, G. F. Swift, Thomas E. Wilson, W. W. Woods and other far-sighted industry leaders began to acquire reality.

It had become evident prior to 1940 that the job of selling meat to America was lagging and that popularity of meat as a food apparently had declined drastically. Per capita consumption had gone down from a high of 162.2 lbs. in 1908 to 131 lbs. in 1939, and meat had slipped from a three-meal-a-day food to the point where it was served on the average of a little over once a day. The export business had practically been wiped out. While the population had increased 20 per cent since 1920, meat production had stood still—even shown a downward tendency.

Action to solve this problem began in January, 1940, when G. F. Swift, vice chairman of Swift & Company and chairman of the Institute's committee on public relations, called on the packers to support a broad educational program to win back meat's proper place as an American food.

Stating that the industry had reached the point "where it cannot afford not to advertise," Swift emphasized that "for the meat packing industry to return a profit commensurate with the service rendered, it must be an expanding industry." While admitting that all meat was consumed without industry advertising, Swift told the Institute members that "there is a great difference in profits if we have to force the sale of meat as against having it sought after."

In addition to pointing out the drop in meat consumption, Swift reported that many medical and scientific men were reversing their opinions in favor of meat. He urged that these favorable findings should be brought to the

*A DREAM of the late G. F. Swift of Swift & Company came true at the 1940 convention of the AMI when he told members that the "Institute campaign of advertising is off to a good start." Swift, as chairman of the committee on public relations, worked hard to sell the industry on meat advertising.*



attention of the public, which was grossly misinformed on the nutritional value of meat.

As the first step in preparation for the program, careful surveys were made by the nationally-known analyst, Elmo Roper, of public attitudes toward meat. The results of this research showed that the industry should promote meat as such and should stress the importance of all meat in the diet. Research results also indicated that consumption of meat would be encouraged by telling the story of its nutritional value and freeing it from the emotional prejudices which existed in the minds of many consumers.

**ADVERTISING BEGINS:** First dipping a toe with a four-month campaign on pork links and liver sausage in *Life* magazine during the late winter and spring, the IAMP made the full plunge in May with announcement that the board of directors had authorized a long-range advertising program, and that a number of packers had already pledged their financial support.

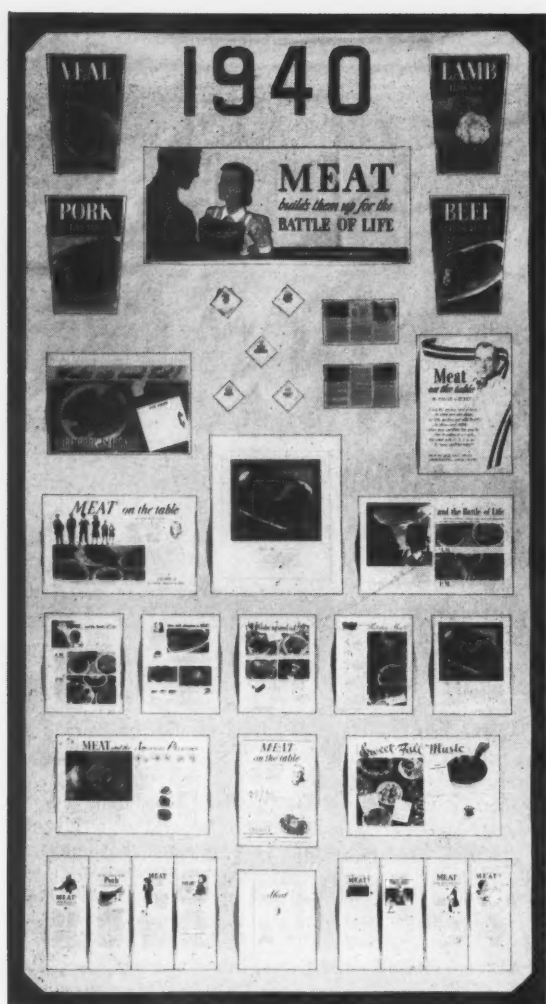
An advertising planning committee of experts from member companies, which was headed for several years by Don Smith of Wilson & Co., and an advertising policy committee of packer executives, headed by the late R. A. Rath of the Rath Packing Co., worked with an Institute team of Norman Draper, public relations department chief, and Vernon Schwaegerle, advertising director.

One of the most important "first jobs" of the program was to inform the medical profession—already shaken in some of its old concepts by the Stefansson experiment and the research work of the National Live Stock and Meat Board—of new facts about the nutritional value of meat. Thus, one of the first advertisements dealt with "The Newer Concepts of Meat in Nutrition," which appeared in the *Journal of the American Medical Association*.

The Meat Educational Program, which was supported voluntarily for more than a decade by many packers, and on a modified scale in recent years by the whole association membership, has transformed the industry from a static condition into a dynamic and growing one, with products in consistent demand by an expanding population. Of course, other factors have contributed to this



**PACKERS** were given their first overall look at the various types of advertising and media to be used in the meat educational program during the 1940 Institute convention.



MEAT BUILDS bodies for battle of life, the Institute stressed in ad campaign of 1940 as nation mobilized against threat of war. Eddie Guest's "Meat on the Table" was one theme used.



APPETIZING illustration was part of "This Is Life" advertisement that appeared during early days of the meat program.

expansion in the market for meat, but it would be difficult to overestimate the importance of the program's accomplishments to the entire economy, and particularly to agriculture.

The effect of this first aggressive move of the industry has derived not entirely from the Institute's program in itself, although that is noteworthy. The advertising that has been conducted regularly and consistently for many years has helped to improve the character of industry advertising and merchandising and to give it an effective continuity.

**MANY MEDIUMS USED:** In the Meat Educational Program the Institute has used almost every kind of advertising medium to sell meat and to tell the public the story of the industry and its products. It has consistently employed full-color advertising in general magazines of multi-million circulation and women's publications. Its advertisements have appeared in the newspapers published in most cities and towns and it has "saturated" the field of scientific journals read by doctors, dentists and dietitians. Radio programs—"The Life of Riley" and the Fred Waring Show—were employed for a time. School-age children have been reached through comic books and consumer, producer and trade groups through several movies.

MEP has been adaptable in meeting different situations in the industry and general economy. For example, during the war the advertising was used to focus consumer interest on the less-demanded cuts and items of relatively low ration point value. During several recent years the program has been employed to help producers, packers and retailers move very large supplies of pork and beef during the winter months. It has thus helped to maintain livestock values during periods when they might have declined disastrously.

It is interesting to note that over the years the Institute's Meat Educational Program has won almost a score of awards of various kinds for the excellence and effectiveness of its advertising.

To the advertising program on meat the Institute has added in recent years a public relations advertising program. It is based on the theory that a person is skeptical of things he doesn't know or understand, but tends to like what he understands. Facts have been brought into focus through a "Meat Team" made up of producer, processor and retailer.

"The public relations battle is not won and still needs much interpretation," said Institute president Hardenbergh early in 1952. "However, the packing segment stands far better today in the minds of the public than it did 30 years ago. I am sure that by continuing to work along the lines we have followed we can tell the real story of the meat packer's contributions to our national economic life and also help enlarge the market for the industry's products."

Because it was felt that words "meat packers" were no longer truly representative of the type of business carried on by the industry, the name of the association was changed in 1940 to the American Meat Institute.

George A. Schmidt served four terms as chairman of the board—from 1939 to 1943—and during these years Michael Cudahy of Cudahy Bros. Co.; A. W. Brickman, Illinois Meat Co.; John B. Cook, Cook Packing Co.; J. C. Peyton, Peyton Packing Co.; Lorenz Neuhoof of Neuhoof, Inc., and William Moffat, H. Moffat Co. became directors.

The AMI board of directors was enlarged from 27 to 33 in 1942, and G. A. Billings of Cudahy Bros. Co.; R. G. Thomas, Lima Packing Co.; Harley D. Peet, Peet

Packing Co.; Oscar Emge, Emge & Sons; E. D. Henneberry, Hull & Dillon Packing Co., and Walter Seiler of Karl Seiler & Sons, became members.

A chairman who had held the position for an earlier term—T. Henry Foster of John Morrell & Co.—headed the AMI for 1943-44 and 1944-45, and Samuel Slotkin became a vice chairman. Homer Smith, Drummond Packing Co.; Henry Coffin, Gibson Packing Co.; Carl Weisel, Weisel & Co.; Edgar Danahy, Danahy Packing Co.; S. P. Cornelius, Cornelius Packing Co., and Henry Neu-hoff, Neuhoﬀ Brothers, were elected to the board of directors.

Like the mass of an iceberg, much of the work of the Institute lies below the surface where it cannot be detected by casual observation. The committees on accounting, public relations, animal feeds, beef, casings, dog food, educational plans, engineering and experimentation, foreign trade, lard, livestock conservation, meat specifications, packages and packaging materials, packinghouse practices, personnel relations, producer relations, provisions, safety, sales and merchandising, sausage, improved slaughtering methods, traffic, text books and waste disposal work continually on new problems that arise in their fields and strive to improve operating and merchandising practices.

For example, during the early 1940's the Institute concentrated on improving the status of lard. A set of minimum standards was proposed by the association and was adopted voluntarily by many companies. The department of scientific research, the department of packinghouse practice and the lard committee made a number of practical suggestions for improving lard operations and quality which were embodied in the Institute publication, "Making Better Lard."

The "dead-end kids" (no pun intended) might be applied to the Institute committee on improved methods of slaughtering which, for almost three decades, has had the frustrating job of carefully examining—and finally being forced to reject—most new ideas for livestock slaughter. However, the committee's experience, backed by impartial scientific observation, has been helpful in pointing out to humane authorities the areas in which further effort would be futile and those where additional work might be done.

A convention program furnishes a small slice of association activity. At the 1940 meeting, the effect of storage temperature on lard quality was discussed by IAMP staff member F. C. Vibrans, while D. A. Greenwood told



**TWO LONG-TIME** members of the Institute staff can be seen in this 1940 convention photo: The late E. W. Files, office manager, and Esther Evers (right background), assistant to presidents W. W. Woods and Wesley Hardenbergh.

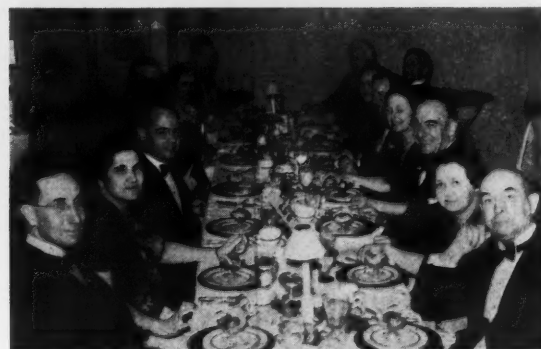
**SCROLL** saluting the late Paul I. Aldrich, former editor of *The National Provisioner*, is presented to the friend and supporter of the Institute at the 1940 convention by George A. Schmidt, then chairman of the AMI board. The scroll was signed by directors of the association.



**HUNDREDS** of livestock industry leaders, legislators and government officials know Homer Davison (left), vice president of the Institute, who is shown in this 1940 photo talking with G. B. Thorne, vice president of Wilson & Co., Inc.



**THREE EXECUTIVES** active in Institute affairs visit at the 1940 convention: Ja ies D. Cooney, now president of Wilson & Co. and AMI director; S. W. Lund, then vice president of Swift & Company, and the late W. S. Clithero, a widely-known vice president of Armour and Company.



**SEVERAL LEADERS** of John Morrell & Co. are dining rather than dancing in this 1940 dinner-dance photograph.



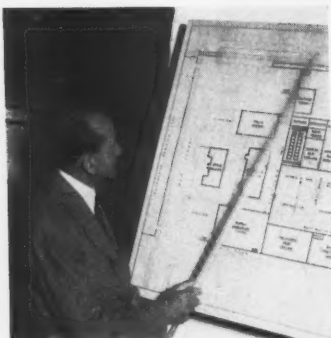


PROMINENT executives and wives enjoy 1940 dinner-dance.



IN THIS 1940 convention photo, president Wesley Hardenbergh (right) and George Lewis, vice president of the Institute, may be discussing the Meat Educational Program, which began during Hardenbergh's first year in the presidency, or the change in name to AMI.

FORMER KINGAN executives Howard C. Greer, vice president, and W. R. Sinclair, president (center and right), with Roy Stone, secretary of the AMI, at a meeting during the early 1940's.



DESIGN for a one-story packing plant, toward which the industry has inclined in recent years, was discussed at the 1940 convention by H. P. Henschien of Henschien, Everds and Crombie. His architectural firm has designed many large packing plants at home and abroad.

J. H. McCALL, vice president of J. H. Allison & Co. and former chairman of the board of the AMI, with R. J. Eggert, formerly of the AMI, and the late Ralph Daigneau of Geo. A. Hormel & Co.



of the destruction of sodium nitrite by heating. H. F. Veenker of Morrell covered some of the problems encountered by meat plant operating men, and Dudley Smith of the IAMP described accounting practices of small packing companies. Architect H. P. Henschien broke ground in a discussion of the one-story packing plant, and IAMP staff member George M. Lewis forecast the outlook for meat supplies.

During 1941, H. R. Kraybill became director of scientific research of the Institute, succeeding the late W. Lee Lewis under whom the research program had begun.

**WARTIME ACTIVITY:** Helping the meat industry through the perils of price control, rationing and allocation, assisting the armed forces and the U. S. Department of Agriculture in meat procurement, and surveying the industry's needs for equipment and supplies and then pressing those requirements, occupied much of the association's attention from 1941 through 1945.

The staff and scope of activities of the Institute's Washington office were expanded tremendously and daily bulletins from that point and Chicago headquarters furnished the members with accurate and detailed information on the ever-changing regulations of the Office of Price Administration and the announcements of the War Production Board, Reconstruction Finance Corporation, Commodity Credit Corporation, U. S. Department of Agriculture and other government agencies.

The AMI also presented to administrative officials the industry's views on many aspects of price control, rationing and other wartime activities, and tried to help the authorities work out a practical program which would satisfy the needs of producers, consumers, the armed forces and our allies with minimum dislocation of the livestock and meat business.

A proposal for solution of the industry's wartime problems was developed by the AMI and presented to the Office of Economic Stabilization, the USDA and other government agencies shortly before rationing became effective in 1943. The Institute meat management program was as follows:

1) Encourage livestock production; 2) Exercise adequate control of livestock slaughter; 3) Keep demand in balance with supply by: a—Satisfying the meat needs of the armed forces, b—Establishing effective rationing to control consumer demand, and c—Determining remainder of meat supply and limiting lend-lease purchases to the available supply; 4) Establish an overall government meat management administration to coordinate all of the demand for meat with the total available supply; 5) Effect full and strict enforcement of rules and regulations, with an adequate educational campaign to enlist public understanding and support; 6) Set up an interim program to provide relief to the industry during the transition period.

The government adopted several elements of the AMI program. The War Meat Board established in 1943 included several representatives of Institute member companies and was aided by AMI staff experts. However, any hope for fully effective use of the War Meat Board and the meat management program disappeared when the administration announced its price rollback and subsidy plans. The AMI suggestion in national advertising, "Give the War Meat Board a chance before subsidizing," was disregarded.

Meat price control continued after the war had ended. In 1946 the Institute conducted surveys in a number of cities which showed that a high proportion of the meat sold there was bought by consumers at prices considerably above the legal retail levels. The trade association urged Congress to note that the cost of meat to con-

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sumers (including black market premiums and the subsidies paid in the form of taxes) was probably higher than it would be if meat were freed from controls.

Even during the turmoil of World War II, the Institute and its leaders were planning progressively for the future. Although scientific research had been an important activity of the association ever since the Institute Plan was adopted, the facilities available were not ade-



**HUGO SLOTKIN**, president of Hygrade Food Products Corp., and his father, **Samuel Slotkin**, chairman, on their way to a directors meeting at the 1945 convention.

quate for the industry's needs. Consequently, in 1944 steps were taken to establish the American Meat Institute Foundation. AMI members voluntarily contributed \$500,000 to build a new laboratory. The University of Chicago gave the land for the building, and industries allied to meat packing provided some of the equipment.

As if to provide a sendoff, just before assimilation by the Foundation of the Institute's research staff and direct



**PRODUCTION** and markets get together at 1945 AMI meeting. **Richmond Unwin**, **Reliable Packing Co.**, **Chicago**, and the late **Edward Nolan** of **NP Daily Market Service**.

research activity, butylated hydroxyanisole (BHA) was developed as an antioxidant for lard. BHA and combinations of BHA or the Foundation-developed BHT (butylated hydroxytoluene), with other antioxidant compounds, now are used in more than half of all lard produced commercially in the United States.

These antioxidants, moreover, have furnished one key



**AMI** vice president **George Lewis** hears post-war planning ideas of **H. B. Huntington**, **Scioto Provision Co.**, and **W. W. Naumer**, **DuQuoin Packing Co.**, in 1945.

by which the American Meat Institute Foundation, through other research, has opened the door to a vast new market for inedible animal fats as worthwhile constituents in livestock and poultry feeds.

The Foundation building was first occupied in 1949. At present there are 55 workers engaged on many proj-



**PACKINGHOUSE** design is being discussed by 1945 conventioners **R. J. McClaren**, architect, and **George A. Schmidt, Jr.**, president, **Stahl-Meyer, Inc.**



"**Magic Aminos**" were meat's story of the year in 1945 when the AMI told how meat protein has all amino acids essential to life. An advertisement of 1944 on "Making the Most of Meat" was selected as one of 100 best wartime messages helping the nation. The program helped keep meat-consciousness alive.

1945 **VERSION** smiles of **A. F. Goetze**, president, **Albert F. Goetze, Inc.**, and veteran AMI member **Oscar G. Mayer**, **Oscar Mayer & Co.**



1945 **CONVENTIONERS**: The late **Louis W. Kahn**, president, and **Louis E. Kahn**, vice president, **E. Kahn's Sons Co.**, Cincinnati, shortly after the latter's release from the Army.



**FAMOUS EISENHOWER** smile was flashed by the then General of the Army as guest of honor and featured speaker at the annual banquet during the 1947 convention.



**ADVERTISING** planning committee chairman Don Smith of Wilson & Co. stands proudly in front of Meat Educational Program ads and picture of the Fred Waring show during one session of the 1947 AMI convention.



**COAST-TO-COAST** scope of Institute activity is well portrayed in this 1947 convention photograph. Left to right are: T. Carstens, assistant manager, Carstens Packing Co., Tacoma, Wash.; Henry L. Coffin, president, Gibson Packing Co., Yakima, Wash., and AMI director; J. H. McCall, vice president of J. H. Allison & Co., Chattanooga, and 1945-46 AMI board chairman; G. A. Schmidt, chairman of Stahl-Meyer, Inc., New York, and several times chairman of the Institute; the late R. A. Rath, president of Rath Packing Co. and leader of the AMI advertising program; K. J. Maxwell, president of Carstens Packing Co. and an AMI director, and A. D. White of Swift, an active worker for the Institute.

ects. Funds for a basic continuing research program are contributed annually by members of the Institute and considerable research—all in the field of meat and its by-products—is supported by the U. S. Department of Agriculture, the National Renderers Association and the U. S. armed forces as well as various industrial concerns.

The Foundation works closely with the University of Chicago in carrying out its research program. The Foundation has available the facilities of the University and the counsel of its technical staff.

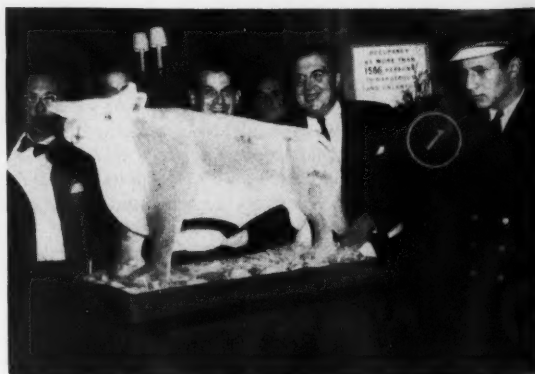
Research developments mentioned here are, of course, only a sampling of the work accomplished by the Foundation and the AMI department of scientific research. Scientific publications issued by the Institute now total well over 300 treatises and cover a very wide range of subjects relating to meat packing. Included are data on by-products, corrosion of equipment, curing, disinfecting and cleaning, fats, spoilage problems, lard processing and cookery and stability-storage, meat canning, meat color, meat storage, molds, nutrition, packaging, many phases of sausage processing, trichinosis, food poisoning (as it may relate to meat) and many other subjects.

Following the chairmanship of J. H. McCall, J. H. Allison & Co., for 1945-46, John F. Krey was elected to head the board and served in that position for a period of four years.

The representation on the board of directors of a variety of interests, and different kinds of companies, was decided to be a desirable policy in this period and thereafter a number of new directors were chosen each year.

During the late 1940's the board of directors was

**AMI PUBLIC RELATIONS** department under pictured chief, Norman Draper, was the subject of this display beside which Robert M. Outhwaite, then vice president of John Morrell & Co., parked momentarily between sessions of the annual convention of 1947.



**ICE STATUE** of steer is brought into the Stevens ballroom as a highlight of the banquet held at the 1947 meeting.



given new life by the election of George W. Cook of the Emmart Packing Co.; George M. Foster of John Morrell & Co.; Frank A. Hunter, jr., Hunter Packing Co.; K. J.



**TRIO:** S. Edgar Danahy, Danahy Packing Co. (left), with R. C. Pollock, National Live Stock and Meat Board and Col. Edward N. Wentworth of Armour's Livestock Bureau at 1947 meeting.

Maxwell, Carstens Packing Co.; Cornelius Noble, Noble's Independent Meat Co.; Ernest Holmes of John R. Daily Co.; E. W. Fallentine, American Packing & Provision Co.; F. W. Specht of Armour and Company; J. L. Roberts, Georgia Packing Co.; Marshall Anderson of Kings Packing Co.; A. H. Merkel of Merkel, Inc.; E. C. Jones, Jones Dairy Farm, and R. C. Munnecke of P. Brennan Co.

Packer-pay inspection—a ghost that had been laid in 1906 when the Meat Inspection Act was passed, and one that the AMPA had patted into its grave with a shovel on several occasions—reappeared in 1947. Despite strong protests from the AMI and other industry associations, Congress approved legislation shifting the cost of federal meat inspection to establishments using the service. In the following year, after hard work by the AMI and other trade groups, the federal government again assumed the cost of performing the inspection job.

Livestock numbers on January 1, 1947 showed a decline for the third straight year and administration officials began to talk about curbing meat consumption in an effort to bring down prices and to conserve feed grains which were needed in the United States and abroad. The AMI suggested a positive program for stretching the feed supply and avoiding further contraction in livestock numbers. Jay C. Hormel told a Congressional committee that rationing through price was the most equitable means of maintaining natural economic relationships in production, distribution and use.

During this period George M. Lewis was elected vice president of the Institute.

The Institute went back to New York in 1949 to hold its convention at the Waldorf-Astoria hotel. Members endorsed a "grass roots" advertising program to improve the industry's relations with its various public—producers, consumers, retailers and employees.

War broke out in Korea in 1950 and for a time in late 1950 and 1951 the meat industry relived some of its

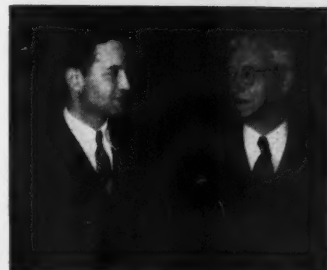


**MILESTONE** in scientific advancement was marked by dedication in 1950 of new AMIF laboratory. Shown in front of building are Wesley Hardenbergh, AMI president; Laird Bell, University of Chicago board chairman, and E. T. Filbey, the university's vice president emeritus.

**1946 CONVENTION** get-together between R. T. Foster, vice president of John Morrell & Co., and H. H. Corey, president, Geo. A. Hormel & Co.



**TALES OF FIRST** meeting of the AMPA in 1906, which "Paddy" attended, may be the subject of discussion between the late P. J. Brennan (right) and Robert C. Munnecke of The P. Brennan Co. Munnecke is an AMI director.



**IAMP CREATOR** Thomas E. Wilson, chairman of the board of Wilson & Co., and son Edward F. Wilson, president, visit the 1946 meeting.



**HAPPY MOMENT** during a convention shared by J. M. Foster, Elmo Roper, the late R. A. Rath and John F. Krey.

**MEETING** of R. F. Kielsen, with service with both Institute and the Meat Inspection Branch, and Dr. A. R. Miller, chief of the USDA Meat Inspection Branch, at the forty-second annual convention of the association in 1947.



experiences of 1941-46, with the Economic Stabilization Administration freezing meat prices, issuing ceiling and slaughter control orders and, in general, repatching the OPA crazy quilt. The AMI and other packer and farm



**AMI DIRECTORS** A. B. Maurer, Maurer-Neuer Corp., and Earl M. Gibbs of Earl C. Gibbs, Inc., share some of their knowledge of the beef business during an Institute convention.

groups offered the government stabilizers the following three-point program: 1) Increase the supply of meat available for purchase; 2) Keep disposable income levels down, and 3) Keep the supply of alternative goods and services up.

At the 1950 convention H. H. Corey of Geo. A. Hormel & Co. was elected chairman of the board of the AMI, and he continued in that position until 1954. Roy Stone of the AMI staff became secretary and assistant



**BIG, SEASONAL** supply of pork was moved to dinner tables of nation with aid of this 1952 Institute campaign.

**H. D. PEET**, Peet Packing Co.; convention veteran **E. D. Henneberry** of Hull & Dillon, and **G. A. Billings**, Cudahy Bros. Co., in 1945 chat.



treasurer of the association, and John F. Krey and Cornelius Noble were made vice chairmen. Newcomers on the AMI board during the period included Wells Hunt, John J. Felin & Co.; Sam Sigman, K & B Packing Co.; George Stark, Stark, Wetzel & Co.; A. B. Maurer, Maurer-Neuer Corporation; W. G. Mueller, American Packing Co.; H. A. Elliott, Elliott Packing Co.; H. B. Huntington, Scioto Provision Co.; W. A. Barnette, Green-

**TWO VICE PRESIDENTS** of Oscar Mayer & Co. talk over 1946 convention proceedings. **A. C. Bolz** (left) and the late **G. A. (Eddie) Althaus**.



wood Packing Plant; John H. Bryan, Byran Bros. Packing Co.; J. M. Foster, John Morrell & Co.; L. F. Miles, Peyton Packing Co.; Louis F. Long, Cudahy Packing Co.; Fred Dykhuizen, Dixie Packing Co.; E. W. Kneip, E. W. Kneip, Inc.; Hugo Slotkin, Hygrade Food Products Corp.; James D. Cooney, Wilson & Co., and J. B. Hawkins, Lykes Brothers, Inc.

At the 49th annual meeting in 1954 the members chose J. M. Foster of John Morrell & Co. as chairman of the board, and re-elected him for 1955-56. Walter Seiler be-



**E. S. WATERBURY**, administrator of meat set-aside orders during World War II and a former executive of Armour and Company, has long been a familiar figure at conventions in the meat packing industry.

came a vice chairman and W. S. Marks, of W. S. Marks; William E. Kling, Valley Pride Packing Co.; C. E. Field, Field Packing Co.; Earl M. Gibbs, Earl C. Gibbs, Inc.; John Holmes of Swift & Company; Louis E. Kahn, E. Kahn's Sons Co.; Herbert J. Madden, East Tennessee Packing Co.; Bertram Tackeff, New England Provision Co., and Roy F. Melchior, Agar Packing and Provision Co., were elected to the board of directors.

The American Meat Institute proved again during 1955 that it could work effectively on short and long-range aspects of the same problem. The immediate need of hog and cattle producers for a brisk demand for pork and beef was satisfied by the promotional activities of the AMI, the Meat Board, chains and other agencies.

At the same time the provisions committee of the AMI drew up "lean trim" standards for pork cuts designed to win and hold better acceptance for hog products.

# Epilogue

1956 to—

**A**S REPRESENTATIVES of the meat packing industry gather at the Palmer House in Chicago for the golden anniversary convention of their trade association—almost 50 years to the day after the organization meeting of October 1, 1906—the American Meat Institute occupies a unique position among associations and trade groups.

In working effectively and conscientiously for the benefit of its members, the entire livestock and meat business and the public, the Institute has won acclaim and prestige within the industry. It has also won appreciation by the public for the job the meat industry does in supplying a vital food for the American table, and has achieved recognition for itself from the public, press, legislators and government officials as the trustworthy spokesman for the meat industry.

More than 375 packing companies and sausage manufacturers, large and small, belong to the American Meat Institute. The total output of the member companies represents more than three-fourths of the commercially produced meat in this country. Also affiliated with the Institute as important adjuncts of the industry are some 275 associate members including suppliers of machinery, equipment, and materials, meat suppliers, packinghouse brokers, foreign companies and dog food manufacturers. As a trade association equipped to serve such an enormous industry, Institute functions are complex and specialized.

The staff of the Institute is headed by president Wesley Hardenbergh. Homer R. Davison and George M. Lewis are vice presidents, and Roy Stone is secretary and assistant treasurer.

The staff organization of the AMI is as follows:

Legal and regulatory department, Roy Stone, director; department of marketing, George M. Lewis, director; advertising manager, V. E. Schwaegerle; field service, John C. Milton, manager; department of special services, John H. Moninger, director; department of livestock, A. P. Davies, director; department of packinghouse practice and research, H. D. Tefft, director; department of public relations, Norman Draper, director; department of scientific research, H. R. Kraybill, director; membership department, F. J. Keilholz, director; fiscal department, Howard C. Briggs, manager.

Three regional offices are maintained by the Institute: Washington, D. C., A. Dewey Bond, director; West Coast (San Francisco), E. W. Stephens, director, and New York, Pendleton Dudley.

The activities of the departments and divisions can be summarized briefly as follows:

**Department of Public Relations:** Through cooperation with other departments of the Institute, this division endeavors to keep the press and the public informed on the industry and meat and to correct misinformation.

**Advertising Department:** Coordinates advertising for the industry and supplies advertising assistance to individual member companies. Part of this Department is the Division of Home Economics, headed by Madeline Holland, the job of which it is to prepare recipe material for the press featuring meat and meat dishes.

**Department of Live Stock:** Seeks to conserve and improve the supply of livestock. It works among livestock

producers and others to reduce losses incurred in bringing livestock from the farms to the packing plants, and to develop types of animals that more nearly meet the demands of consumers of the packers' product. The department has maintained close contacts over a long period of time with a wide segment of organized agriculture. Once the packers were held in great suspicion by the livestock industry. Today the leaders in agriculture and packers find themselves working side by side on most issues.

**Department of Marketing:** Analyzes government and business reports and issues weekly, monthly and special bulletins for meat packers. It works with government agencies on simplification of reports and questionnaires affecting packers. It presents facts about the industry to many outside groups.

**Department of Packinghouse Practice and Research and Division of Industrial Relations:** The department aids packers on operational problems and its work is considered one of the most important services of the association, particularly for smaller packer members. The department checks the results from new equipment and new processing methods and reviews developments in connection with sewage disposal, hides and safety.

**Department of Scientific Research:** Develops information of great value to the industry on curing, spoilage prevention, lard manufacture, etc. Gives advice to individual companies on important problems.

**Legal and Regulatory Department:** This is the industry's "eyes, ears and voice" on state/federal regulatory and legislative matters affecting the industry. Wherever government touches the meat industry, the AMI has a reputation for able representation, integrity, sound economics, good sense, fair play and enlightened public interest.

**Membership Department:** This department is the Institute's connecting link between its members and its prospective members. Membership relations, the development of membership service materials and membership building are among its various functions.

**Sausage Division:** The division deals with promotional, merchandising and operating problems in the sausage manufacturing business. It compiles and issues information on sausage, its manufacture and its uses.

**Canned Meat Division:** The division is composed of manufacturers who are engaged in the meat canning field.

**Dog Food Division:** The division is composed of manufacturers of canned dog food, and deals with the promotion of that product.

**Lard Division:** Works with Institute's Lard Committee in coordinating and disseminating information about lard to industry and to public.

The staff of the Institute works under the direction of a packer chairman of the board—currently J. M. Foster—an executive committee of the board, six vice chairmen and a board of directors of 48 members.

The magnitude and democratic character of the Institute's work are apparent in its committee operations. Some 39 committees include 600 packer representatives, each of whom is a recognized authority in his field and all of whom are cooperative in helping solve problems, whatever they may be and wherever they may arise in the industry.

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# News and Views

## THE NATIONAL PROVISIONER

VOL. 135 No. 13

SEPTEMBER 29, 1956

### Open Discussion Needed

One subject on which a good many packers and other businessmen can work up a high-pressure head of steam on very short notice is that of giveaways and premiums of all kinds. After a considerable display of emotion, these individuals are likely to conclude that "there may be no way to make the practice illegal, but there sure should be a law against it anyway."

We believe that this subject merits unemotional and realistic discussion by a forum of sales and merchandising men. We suggest that three views might be represented in such a discussion: (1) Those who use premiums and giveaways and who believe that their use in building sales is profitable and desirable; (2) Those who have employed premium selling and have abandoned it, and (3) Those who oppose the use of premiums for reasons other than the somewhat hazy one of "unfairness."

Such a discussion or debate might be very worthwhile if both sides were to approach it with intellectual honesty. We believe, for example, that the proponents of premiums should be prepared to demonstrate how they have won and held business without impairing their margins, by the practice.

On the other hand, the opponents of giveaways should expect to advance more cogent arguments than "we don't like it" against this method of selling.

We don't believe it is possible or desirable to force businessmen to be entirely rational in their economic behavior. However, we do believe that open, objective discussion of competitive problems can bring out the objectionable or unobjectionable nature of some practices, both from the standpoint of the individual firm and the industry as a whole.

The business community, and the companies in it, can then decide what their attitude toward the practice will be.

**Three-Year Contracts** described by the unions as "among the best" negotiated in American industry this year were agreed upon this week by the unions and four national packing companies. Armour and Company on Tuesday was first to arrive at a settlement with the Amalgamated Meat Cutters and Butcher Workmen of North America and the United Packinghouse Workers of America, both AFL-CIO. Terms include a general wage increase of 10c an hour, effective October 1, and an additional 7.5c in each of the next two years, a modified union shop, progressive elimination of female wage differentials, and many other benefits. For some workers, this year's wage hike will total 22½c an hour. The Armour pact also is said to be the first major agreement in any industry providing separation pay in case of technological unemployment. (See story on page 118 for further details.)

The Cudahy Packing Co., John Morrell & Co. and Hygrade Food Products Corp. agreed the following day to "go along on the basic Armour and Company pattern," the unions announced. Talks were resumed Wednesday with Swift & Company, which has been struck since September 20, and hope was expressed for an early settlement of the strike. The unions also have been negotiating with Wilson & Co.

In the meantime, bargaining also is in progress on the West Coast. Demands presented to employers in the Sacramento Valley by Local 498 of the Amalgamated Meat Cutters include: a \$9 a week general wage increase, two weeks vacation after one year and three weeks after five years, a 40-hour guaranteed week in the slaughterhouse contract, six days sick leave, accumulative up to five years, and a starting apprentice rate of \$75 a week. Employers have offered a \$3 a week across-the-board wage increase, with a \$10 raise for apprentices, three weeks vacation after ten years and other benefits.

**Action On** the railroads' application to reduce westbound rates on fresh meats and packinghouse products has been postponed by the freight traffic managers committee, Transcontinental Freight Bureau, Chicago. The proposal, TCFB Application C-3670, was referred to the standing rate committee for further study. Also referred for further study was Application B-3799 of the American National Cattlemen's Association, which would reduce the westbound rates on fat cattle and hogs in carload lots by the same percentage as the railroads' proposal. Both applications are expected to come before the freight traffic managers again at the group's next meeting, beginning December 3.

**Preregistration Figures** point to the "biggest crowd ever" for the 23rd annual convention of the National Renderers Association, opening Monday, October 1, at the Hotel Statler, Boston, the NRA's Chicago headquarters reported late this week. Principal business of the convention is set for Tuesday and Wednesday, October 2 and 3, after preliminary committee meetings and a reception. Emphasis will be on new and expanding markets for the industry, both in the U. S. and abroad. A special feature of the Tuesday morning session, to be devoted to the export situation, will be a showing by Richard B. Mortimer, NRA president, of color movies of his recent trip to Japan and Korea in the interest of the program to promote the sale of inedible tallow, grease and proteins. New developments in plastics, rendering plant automation and fats in feeds are among other topics to be discussed. Several convention social events and a full program of sightseeing and entertainment for the ladies have been arranged. Many renderers also are planning to stay over until Thursday for a post-convention event, a boat trip to Plymouth and one of those famous New England clambakes.

# Sensing Unit Measures Liquid Fat Temperatures

**A** POSITIVE technique for direct measurement and recording of the temperature of liquid fats during dry rendering has been developed by the American Meat Institute Foundation, Chicago. The new AMIF thermal control system uses a sensing element located at the inner shell surface midway in the bottom half of the cooker. It has been checked out in lard processing in two meat packing plants and is being tested in inedible operations.

In lard production, the accuracy of control provided by the system has been compared, on the basis of the color of the lard turned out with its aid—the most critical factor in dry rendering of lard—with the actual judgment of a skilled and experienced rendering operator. In well over a hundred tests the instrument's readings provided a perfect index of the cook situation and, in several instances errors of human judgment—the X factor in uninstrumented dry rendering—were prevented.

The industry long has felt the need for an instrument that would measure directly the temperature of the liquid animal fat, but, at the same time, would not be affected by the inevitable variations in the composition of the melter charge.

Over-cooking is one of the principal factors contributing to the production of lard of poor quality. J. E. Maroney, chief of the AMIF service laboratory, states that over-cooked lard is frequently submitted to the laboratory for quality evaluation. Such product has an off-color and flavor and a high percentage of suspended fines that materially affect its keeping quality. Red color readings of 2 and even 4 are encountered, whereas properly processed lard will have a red color reading of 1 or 1.5.

The importance of correct temperature indication and recording in both lard and inedible rendering prompted Dr. H. R. Kraybill, AMIF vice president and director of research and education, to support experimentation by chemical engineer L. J. Pircon to work out a suitable instrument technique.

After the development of several methods of instrumentation the present model was perfected and tested in extensive plant production runs. It is being made available by Minneapolis-Honeywell Regulator Co. of Philadelphia under agreement with the Foundation.

A modern cooker was used in the plant tests and standard charges of raw material were rendered. For the

purpose of the tests, the cook termination point was determined by the temperature reading of the instrument and correlated with the rendering expert's judgment and a color evaluation on the finished product. When the instrument indicated by the temperature reading that the cook was finished, it was also finished in the opinion of the operator.

The new instrument consists of a sensing element located in the cooker's inner shell and an Electronic strip chart recorder. It has several advantages. First, it always measures the actual temperature of the liquid lard. (The danger of over-cooking and impairing color and flavor in dry rendering has impelled some packers to continue wet rendering, in spite of greater time and equipment requirements.) With the new instrument setup, once the suitable termination temperature has been determined by the packer—whether it is 240° or 270° F.—the process can always be halted at the right point. The instrument can also be hooked up to sound an alarm, shut off the steam and dump the cooker load at the critical temperature level.

The second advantage of the AMIF thermal control system is that the composition of the charge, which will vary from day to day with kill and cut activity, does not affect the accuracy of the temperature indication. Regardless of the variation in total processing time and load composition, the termination temperature remains constant, says Pircon.

The strip recorder shows the actual lard temperature since the sensing element is in contact with the liquid fat. In the past an effort has been



STEP 1 shows sleeve being welded into the melter. The sleeve ends at the inner shell.



IN STEP 2 metal cap containing the insulated sensing element is screwed into position. Surface of cap is flush with inner shell of melter. The durable element is easy to replace.



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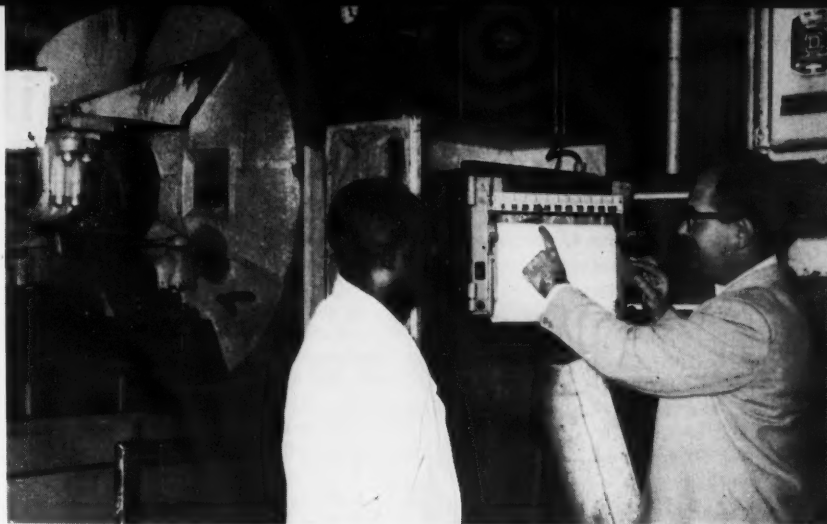
made to measure the vapor temperature at the charging dome level. However, experience has demonstrated that this technique is unreliable since the spread between dome and liquid fat temperature often is too great. Furthermore, at the end of the cook—the critical time—there may not be enough vapor present to give an indicative reading. Instruments depending on moisture resistance do not provide management with a record of the rendering operation.

The third advantage of the new instrument is that it shows what has happened during the cooking cycle. If the melter is stopped to add material to the partially-cooked charge, or the motor is halted for some other reason, the strip record reflects these occurrences. On the basis of this positive record management can take corrective action to insure production of high quality lard from every batch.

The ability to control temperature and end point affects the quality of the cracklings as well as the lard.

One packinghouse authority believes that the recording of time and temperature for the cooking cycle should be a great help to management, particularly in those plants where rendering continues into periods when there is little direct supervision. The instrument acts as a constantly vigilant supervisor without arousing animosity of employees.

While the instrument can be installed without difficulty, it is rugged and designed to withstand hard wear. Since it is mounted flush with the shell's inner surface, there is no danger that the sensing element will be damaged by the moving material. The element is housed in an insu-



L. J. PIRCON, who developed the sensing unit, explains functions of chart to operator.

lated steel cap to give long service.

The instrument prevents errors in judgment. During the 66 test runs conducted in one plant the system provided two examples of this type of insurance. On one occasion the melter had been on cook for about 90 minutes when the temperature reading showed the end point had been reached. This was 20 minutes before the operator had intended to draw a sample. The 20 minutes overcooking would have ruined the color of the lard. On another occasion the experienced operator believed that the cook should continue while the instrument showed that the end point had been reached. The load was dumped and the color of the lard confirmed the accuracy of the end point indication.

Human judgment, based mostly on

normal, average experience, cannot foresee the significant variations in material and conditions which may upset the usual time cycle.

Instrumentation prevents variation or deterioration in lard quality which may be due to changes in the operator's powers of observation or attentiveness. Even an experienced renderer finds it difficult to determine optimum color for lard by visual observation. Feeling cracklings is a subjective process and an operator can slowly and unconsciously edge away from correct evaluation of texture. The renderer is sure to make mistakes occasionally if he depends solely on these subjective tests. The chance of such mistakes is eliminated when the temperature of the liquid lard is always available during the cook.

With the proper prior preparation the instrument can be installed in a rendering melter in one day. The strip chart recorder can be mounted prior to installation of the unit.

In installing the sensing element the inner and outer shells of the melter are cut and a sleeve is welded in place flush with the inner shell so there is no protrusion above the shell surface. The sleeve is threaded on the inside and the thermal sensing element is screwed into position within it. Wires from the sensing unit are connected to the chart recorder.

If the sensing element must be replaced, the wires are disconnected, the element is unscrewed and replaced with another. The strip chart recorder can be wired to handle sensing elements from several melters.

Tests are being made at a third plant to determine accuracy in inedible rendering. Tests thus far show results comparable with those experienced in lard rendering.



IN STEP 3 the wires of the sensing element are connected to the wires of the strip chart recorder. Complete hook up of the sensing element requires approximately one day.

# The Meat Trail...

## Octogenarian Helps MIB Carry on Meat Inspection

DR. ALEXANDER G. JOHNSTONE, veterinary meat inspector now assigned at the MIB San Francisco station, has reached a milestone believed unequaled in the federal civil service. He was 80 years old on September 4 and still is active as a meat inspector in the Sacramento area although he twice has passed the mandatory retirement age and did retire for a time before World War II.



DR. JOHNSTONE

Born in Ontario, Canada, in 1876, and naturalized a U. S. citizen in 1900, Dr. Johnstone was graduated in 1915 from the Chicago Veterinary College with the degree of doctor of veterinary medicine. He entered the federal meat inspection service in Chicago in 1917 and continued there until his retirement in 1938, except for two years in New Mexico. In 1938 inspectors retired at 62.

Following his retirement from the USDA, Dr. Johnstone was employed as an inspector by the city of Dallas, Tex., for two years. During World War II, when veterinarians were called into the service in large numbers and all available were needed, Dr. Johnstone was re-employed by the USDA in Fort Worth, Tex., in July, 1942. Since that time, he has been assigned to Los Angeles, Smithfield, Sandusky, and Sacramento.

The veteran inspector is the father of Dr. JAMES T. JOHNSTONE, who formerly was chief of the inspector procedures section of meat inspection and now is employed by the Allbright-Nell Co., Chicago.

While age 70 now is the mandatory age of retirement for civil service employees, it has been possible in certain cases to obtain authority for the employment of persons with special skills, MIB officials explained, pointing out that the Meat Inspection Branch has been unable for several years to employ enough veterinarians. Dr. Johnstone is helping fill the gap.

Hospitality room of Tee-Pak, Inc., during the AMI convention will be located in M-18, Club floor. The firm was listed in error as Transparent Package Co. in last week's NP.

## NRA Seventh Regional Area Elects Dreiling President

OMER DREILING, San Angelo By-Products, Inc., San Angelo, Tex., was elected president of the Seventh Regional Area, National Renderers Association, at the annual meeting of the area group in Kansas City.

H. A. YAFFEE, Sanitary Rendering Co., Sioux City, Iowa, was elected vice president; H. M. ACKERLY of Des Moines, director-at-large, and R. G. DAY, Tulsa Rendering Co., Collinsville, Okla., secretary-treasurer.

Vice presidents of states are: Arkansas, JIM BOWMAN, Ozark Poultry Products, Siloam Springs; Iowa, BOB FLEMING, National By-Products, Des Moines; Kansas, AL MILLIS, Standard Rendering Co., Kansas City; Louisiana, HAROLD WEISS, Gulf Soap Corp., Arabi; Minnesota, DON KARK, Blue Earth Rendering Co., Blue Earth; Missouri, M. W. HARMON, Joplin Rendering Co., Joplin; Nebraska, ANDY CHRISTENSEN, Andy's Rendering Plant, Grand Island; North Dakota, JOHN STIP, JR., Northwest Rendering Co., Minot; Oklahoma, HERBERT SKINNER, American By-Products Co., Tulsa; South Dakota, LLOYD KOHLER, Sioux Falls Rendering Co., Sioux Falls, and Texas, SETH MOORE, Hamilton Rendering Co., Hamilton.

## JOBS

ERIC H. BUDD has been appointed sales manager of the Puritan canned meat division, Alberta Meat Co., Ltd., Vancouver, B. C., ARTHUR FOUKS, vice president, announced.

RAY GOODFELLOW, superintendent of the Arkansas City (Kans.) plant of Maurer-Neuer, Inc., for the past

three years, has been named acting manager and superintendent. Goodfellow has had 16 years of industry experience. HAROLD GRAHAM resigned recently as manager of the plant to devote his time to other interests.

CLINTON H. LANG has been named manager of the Swift & Company Employees Benefit Association, the board of trustees of the organization announced. He succeeds FRED C.



C. H. LANG



F. C. LOFTUS

LOFTUS, who is retiring on pension. The association provides sickness, accident and death benefits for 65,000 Swift employees and retired employees throughout the United States and Canada. Lang began his career with Swift as a timekeeper in Chicago in 1926. He was transferred to the Employees Benefit Association in 1931. Loftus' first job with Swift was as a clerk in the Chicago general office in 1913. He became a member of the general accounting department in 1917 and was transferred to the Employees Benefit Association in 1935.

VERNON ASKEW has joined Oklahoma Packing Co., Oklahoma City, as office and credit manager.

Four management promotions in the operations division of Oscar Mayer & Co., Madison, have been announced by P. GOFF BEACH, JR., vice president

SCHEDULED FOR completion early in 1957 is this new \$2,000,000, nine-story office building of Oscar Mayer & Co., Madison, which will house some 600 workers. Cafeteria for all plant and office employees already is in operation on fourth floor, and there are temporary occupancies on some other floors. Designed by Henschein, Everds and Crombie, Chicago, 194,000-sq.-ft. red brick structure will be fireproof, sound-proof and air-conditioned.



of operations. CHARLES H. FENSKE, former general transportation manager, has been appointed assistant to the vice president of operations. CHARLES E. LEE, former general purchasing agent, has been transferred to the sales department of the Madison plant where he will broaden his



C. H. FENSKE



A. ELLRODT



JACK SPOHN



C. E. LEE

knowledge of the company's policies. ALFRED ELLRODT, former assistant Madison plant purchasing agent, has been promoted to Madison plant purchasing agent, succeeding Lee. JACK SPOHN, former assistant Madison plant transportation manager, has been named Madison transportation manager, succeeding Fenske. The positions of general transportation manager and general purchasing agent will not be filled at the present time, according to Beach. Fenske joined Oscar Mayer & Co. in 1945; Lee and Ellrodt have been with the firm since 1950, and Spohn began his employment in 1953.

JOHN W. SCHMIDT, assistant sales manager of the Ottumwa plant of John Morrell & Co., has been named assistant plant manager at the Morrell-Felin plant in Philadelphia, effective October 8, W. W. McCallum, president, announced. Schmidt began his career with the Morrell company in 1939. After serving as a city salesman for a short period, he spent some six years as a salesman in the Danville (Ill.) territory be-



J. SCHMIDT



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**THE RATH PACKING CO., WATERLOO, IOWA**

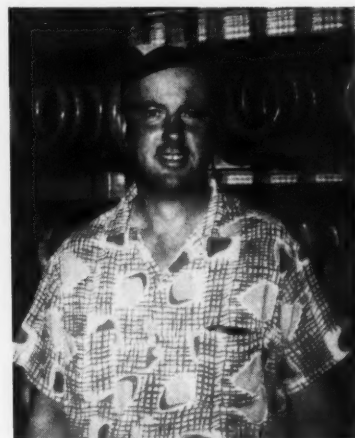


fore being called back to sales posts in the Ottumwa organization. He held several responsible sales posts prior to being named assistant sales manager at the Ottumwa plant in 1954.

## PLANTS

JOHN J. MARHOEFER, assistant general manager of Marhoefer Packing Co., Inc., Muncie, Ind., has announced the completion of a refurbished power plant. Two Babcock & Wilcox boilers, each rated at 330 hp., were installed at a cost of approximately \$175,000. The new boilers alleviate an overloaded power system and will permit greater fuel economy in steam generation, Marhoefer said.

The Rath Packing Co., Waterloo, Iowa, is making further alterations at its newly-purchased plant in Fort Smith, Ark., to qualify for federal meat inspection. Extensive remodeling already had been done by the seller, Modern Meat Processors, Inc., when Rath acquired the plant. Rath will begin operating the unit as a slaughtering plant for beef and veal when remodeling is completed. This is ex-



SMIT & SONS PACKING CO. of Boyden, Ia., has recently completed a new 28 x 34 ft. dual purpose killing floor, a 20 x 20 ft. sausage cooler addition and 20 x 34 ft. sausage kitchen. In the immediate future the old killing floor will be converted into a hot beef cooler. Interior finish is in glazed tile from floor to ceilings with a large expanse of glass tile in an outside wall of the sausage kitchen. Floors are of poured concrete. While the plant is not federally-inspected, all construction is to MIB specifications. Ray Smit, owner and manager (shown above), says that slaughter of 100 cattle and a lesser number of hogs a week will gradually be expanded to keep pace with an increasing sausage business. A specialty of the firm is fresh beef from Choice cattle. The company produces over 10,000 lbs. of wieners a week and an old-fashioned, coarse-ground ring bologna.

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pected to take several weeks. Acting manager is RODNEY SLIGHT, previously superintendent at the Rath packing plant at Amarillo, Tex., and evening superintendent at Waterloo before the Amarillo assignment.

Southern California Cattle Co., Los Angeles, is expanding its activities to include slaughtering Kosher veal. The firm recently moved into new quarters and is now handling all grades and weights of veal.

Stephen's Meat Products, 105 S. Montgomery, San Jose, Calif., has started construction of an addition to its plant. The expansion will cost approximately \$9,500.

A. L. COPENHAVER has established Cope's Slaughtering Co. in a new 42x32-ft. cement block plant at Palmyra, Mo. The firm does custom slaughtering and makes sausage.

Elgee Meats, Beverly Hills, Calif., has moved into its new plant at 5735 W. Adams blvd., Los Angeles.

## TRAILMARKS

The Alabama Meat Packers Association will hold a regular meeting of the membership at 10 a.m. Saturday, October 27, at the Tutwiler Hotel in Birmingham.

The charter of the Pennsylvania Independent Meat Packers Association has been amended in order to shorten the official name of the group. The organization will be known hereafter as the Pennsylvania Meat Packers Association.

EDMUND BURKE, long-time veteran of the meat industry, has joined Packing House By-Products Co., Chicago brokerage firm, and will engage in trading of all pork and provisions.

JOHN S. CRUTE, traffic manager at the Swift & Company Omaha plant, will retire on pension October 1 after 46 years of service. He has been a Swift traffic manager for 25 years.

ARTHUR J. E. CHILD, vice president of Canada Packers, Ltd., Toronto, is the first Canadian to be elected to the finance planning council of the American Management Association.

GEORGE PRINCE of Prince Brothers Provision Co., East Lansing, Mich., has been appointed to fill a vacancy on the local board of education.

MARTIN STOTTER, wholesale meat dealer in Philadelphia, is one of the sponsors of Publinks, Inc., a pay-as-you-play golf course with country club facilities, which is being built at Warrington, Pa., just outside Philadelphia. Stotter will act as manager.

## DEATHS

ARTHUR W. WAGNER, 69, retired secretary of Edelmenn Provision Co., Cincinnati, died recently after an illness of two months.

LESTER L. ROTH, 72, former president of Roth Meat Packing Co., San Francisco, died recently. He retired a number of years ago and the firm, which had been founded by his father, was discontinued.

WALTER B. GREENVILLE, 52, who was associated with the meat pack-

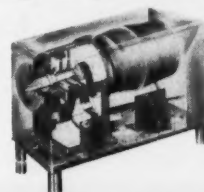
ing industry for more than 30 years in Buffalo, N. Y., suffered a fatal heart attack September 15 while driving his automobile in Buffalo. He owned York Packing Co., Buffalo, during the early 1940's, served as a packer salesman in recent years and became Buffalo representative of Hunter Packing Co., last August.

J. L. PAYNE, owner of Payne Packing Co., Artesia, N. M., died recently of gunshot wounds inflicted by an unknown person. Payne was a former Chaves County deputy sheriff.

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• This new Biro Heavy Horsepower High Production Fresh and Frozen Meat Chopper features a sensational new double reduction transmission especially designed to guarantee a super-efficient application of the power to the task. All the well known non-stall, no-heat and exclusive design and operating features of the Biro Choppers are also embodied in this titanic meat processing machine. Five models powered by 3 HP, 5 HP and 7½ HP special motors. All are built in stainless steel. Die formed, round corners, stainless steel trays up to 48" x 24" x 5½". Variable leg length as specified. Get the complete data on this great new Biro.

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## Unions Tell Gains in New Pact With Armour

Following is a statement by Earl W. Jimerson, president, and Patrick E. Gorman, secretary-treasurer of the Amalgamated Meat Cutters and Butcher Workmen of North America, and by Ralph Helstein, president, and G. R. Hathaway, secretary-treasurer of the United Packinghouse Workers of America, both AFL-CIO, on the agreement with Armour and Company, which is to be incorporated into a new three-year contract:

Our unions have reached an understanding which can result in an excellent basis for agreement with Armour and Company. The agreement will provide 1956 wage increases ranging from 10c to 22½c an hour and other substantial benefits. The three-year pact also provides 7.5c increases and other gains in 1957 and 1958.

Every item in the understanding provides a distinct gain for the 35,000 workers in 37 Armour plants throughout the nation. Armour made no demands which would have taken away benefits now held by employees. The settlement brings the most substantial gains ever made in the packinghouse industry. It will be among the best pacts negotiated in American industry during 1956. The management of Armour and Company bargained in a fair and realistic manner with our unions.

The Armour agreement will provide in part:

1. A three-year contract with an across-the-board wage increase of 10c an hour, effective October 1, 1956; 7.5c effective September 1, 1957, and another 7.5c effective September 1, 1958.

2. Spread between wage brackets increased from the present 3.5 to 4c per hour, providing additional wage increases; thus an employee on a 10 bracket job will receive, in addition to his across-the-board increase, 5c an hour; those on a 15 bracket job will receive an additional 7.5c per hour; a 20 bracket job will receive an additional 10c per hour.

3. An escalator clause providing wage increases when the cost of living increases. One cent an hour will be added to workers' pay should the consumer price index rise one-half point. The consumer price index will be reviewed twice a year for changes.

4. Present female wage differentials will be progressively eliminated during the life of the three-year contract, providing additional pay increases to women. One cent an hour will be cut off the current 3.5c dif-



ferential in 1956; another cent will be cut off in 1957, and the last 1.5c will go in 1958.

5. Night workers will get an additional ½c per hour on their night premium in 1956 and another ½c in 1957.

6. A modified union shop. All current members of the union will remain members; all new employes must join the union after 30 days at Armour.

7. The first major agreement providing separation pay in cases of technological unemployment. Any employe eliminated because of the installation of new machinery and

equipment will receive a separation allowance, unless suitable alternative work can be found.

8. Broadening of overtime provisions for work on Saturday and Sunday, as such, to include all employes except those engaged in 24-hour six or seven days a week continuous shift operations. Saturday operators will receive a total premium of 5 per cent in 1956, 10 per cent in 1957, and 15 per cent in 1958 for Saturday work. For Sunday shift work, the total premium will be 10, 20 and 30 per cent.

9. Improvements in the work week

guarantee. An employe called to work on Monday is guaranteed 36 hours of work or pay during the week. Previously he had to report for a second day's work on Tuesday to qualify. An employe's guarantee of 36 hours must be met Monday through Friday. Previously, weekend work was counted in the guarantee.

10. Substantial special rate adjustments on job classifications shall eliminate inequalities.

11. Improvements in the vacation system to bring two weeks of vacation to employes with three years of service. Previously it required five years

**OLD PLANTATION SEASONINGS**

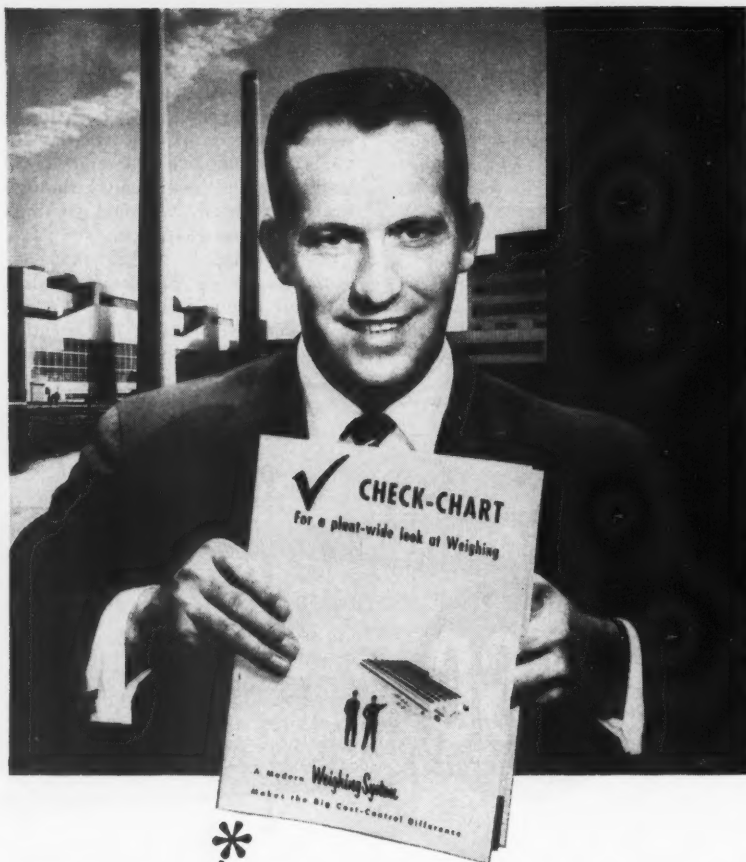
**A. C. LEGG PACKING COMPANY, INC.**

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of service to qualify for two weeks of vacation.

12. Major improvements in sickness and accident plan. The first week of benefits paid employees out of work because of sickness and accident will be at the present rate of 50 per cent of average pay. The second week will rise to 55 per cent; the third and fourth week, 60 per cent, and the fifth and subsequent weeks, 65 per cent. All employees qualifying for sick benefits will be guaranteed at least 13 weeks of payment.

13. Female differential in life insurance is ended. Women will get the same \$2,200 in life insurance as men do. Previously, they were given only \$1,900.

14. An improved pension plan more than doubling benefits for workers. It also provides improved disability retirement benefits.

15. Improved hospital, medical and surgical plan.

16. Seniority protection strengthened for longer service employees.

### **Wilson & Co. Postpones Big Debenture Offering**

Wilson & Co., Inc., Chicago, has postponed indefinitely its \$20,000,000 debenture offering because of unsettled conditions prevailing in the money market, James D. Cooney, president, announced. Public offering of the securities had been scheduled tentatively for September 19.

Cooney said the company is under no pressure to obtain new funds. Proceeds from the proposed financing were to be used in retiring first mortgage bonds maturing April 1, 1958, and five-year bank loans coming due October 1, 1960.

"Six months ago when we first planned the offering it was expected that easier money conditions would prevail, but instead things got even tighter," Cooney explained. "It's not a good time to do long term financing if you don't have to under the rather chaotic conditions prevailing now, when no one knows whether a rated obligation should carry a 4 per cent or a 5 per cent coupon."

### **Tampico Plant Closed**

The Empacadora de Tampico, big meat packing plant at the Mexican oil port, has been closed again. No reason for the closure was given in the announcement by the Mexican Ministry of Agriculture, which has operated the American-established plant since it first was forced to shut down because of labor difficulties.

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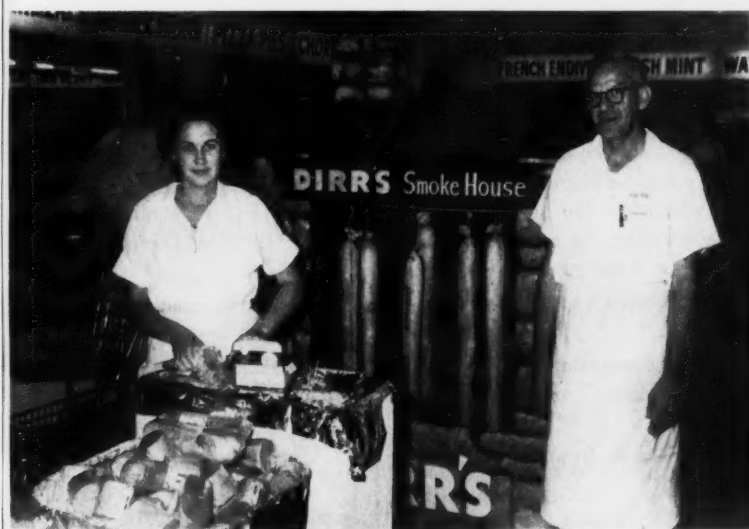
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# Meat Merchandising Parade

Pictorial and news review of recent developments in the field of merchandising meat and allied products.



**BACON SLICES** temptingly pour right into the package in this animated painted bulletin to be rotated in the San Francisco area for Dubuque Packing Co. by Foster & Kleiser Outdoor Advertising. The design was developed through cooperation of Leon K. Manaster, Dubuque's Pacific Coast manager; Merchandising Factors, Inc., which handles all advertising for Dubuque on the Pacific Coast, and Foster & Kleiser. In addition to the San Francisco bulletin, Dubuque will use two units of the same type in Miami. Shown (l. to r.) in photo are: Gifford Salmon, Foster & Kleiser account executive; W. J. Treganowen, national sales manager for Foster & Kleiser; Kelso Norman, vice president, Merchandising Factors; Leon Manaster and W. M. Rose, vice president of the outdoor advertising firm.



**REALISTIC SMOKEHOUSE** designed by Paul Cooper, promotion manager at Dirr Sausage Factory, Miami, is being used to promote Dirr products in various ways. Here, the smokehouse forms background for hickory-smoked braunschweiger sampling demonstration in Stevens Market at Coral Gables, Fla. Eleanor Barry, Dirr demonstrator, is shown with Dave Perlín, store employee. Smokehouses, which have log cabin appearance, also are featured on Dirr television program and used at public gatherings such as home shows. Realistic effect is provided by grate with red coals and chimney that smokes. Coals are made from crumpled aluminum foil with a red cellophane cover over the grate and red light bulb beneath. Smoke is created by dry ice with electric hair dryer blowing underneath. Houses were put together at Dirr plant. Chief expense is the dry ice, which costs less than \$1 a day.



**ARMED WITH** six-shooter and fortified with a hot dog, 11-year-old Phil Busse relives wild West days recalled by outlaw "wanted" posters, featured in new Armour and Company promotion for Armour Star franks.



**NEW LABELS** have been adopted by Libby, McNeill & Libby, Chicago, for its beef stew and chili-with-beans, packed in 24-oz. American Can Co. containers.



**GAY APPEARANCE** and utility are combined in new foil-lined cartons used by Western Taco Co., Orange, Calif., for its Carmen's Party brand beef tacos and cheese enchiladas. Cartons are produced by Los Angeles carton division of Robert Gair Co., Inc. Gair-Reynolds Foilene interior is said to prevent the pre-cooked, frozen products from sticking to new carton.



# Knock off tough cleaning jobs fast with Oakite

## "Mechanized Sanitation"

Reports from meat packers show great savings in time and cost

### Oakite Hurriclean Gun

The amazing Oakite "Hurriclean" gun gives you steam-detergent cleaning at its safest, easiest, lightest. Concentric-tube construction keeps grip always cool and comfortable. Weighs a mere 6 1/4 lbs., yet has power to blast loose the toughest soils.



### Oakite Hot-Spray Unit

For heavy-duty cleaning where steam is not desirable, the Oakite Hot-Spray Unit is a real work-horse. Self-contained, mobile. Match it against your toughest cleaning jobs.



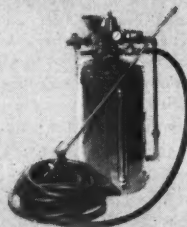
### Oakite "SANISEPTOR"

Just connect the new Oakite "SANISEPTOR" to your hot water line! No pump, motor, coils, steam supply or tank needed. Ideal for close quarters, high places. Eliminates dangerous climbing. Weighs only 25 lbs. — take it with you anywhere in the plant.



### Oakite Foam-Spray Unit

Wash a truck sparkling clean in minutes with the Oakite Foam-Spray Unit. Throws a thick blanket of hard-working suds. Very little brushing required. Trucks rinse off streak-free. A big time-saver ... and cuts detergent cost to a few pennies a truck.



Take smokehouse cleaning for example. One meat packer reports cleaning time cut from 3 hours to 50 minutes per smokehouse since he changed from bucket-and-brush to the Oakite Hot-Spray mechanized method. Another who made the switch reports happily, "Overtime is now a thing of the past." And a sausage packer using the new Oakite "SANISEPTOR" on 20 odd smokehouses reports that on detergent alone he is saving \$120 a week.

Equally fine results are being reported on mechanized cleaning of trolleys, conveyors, kettles, equipment, trucks, floors, walls.

Ask your Oakite Technical Service Representative to help you choose the Oakite mechanized cleaning equipment best suited to your plant — and see how hours of hard cleaning are cut to easy minutes.

Oakite Products, Inc., 20A Rector Street, New York 6, N. Y.

Visit Oakite Booth 106 at the American Meat Institute Convention, look over the mechanized cleaning equipment on display, and get a copy of the 40-page free booklet, "How to Cut Sanitation Costs in Meat Packing Plants."



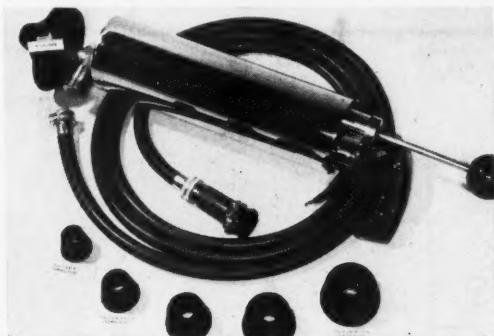
Export Division Cable Address: Oakite

Technical Service Representatives in Principal Cities of U. S. and Canada

# NEW EQUIPMENT and Supplies

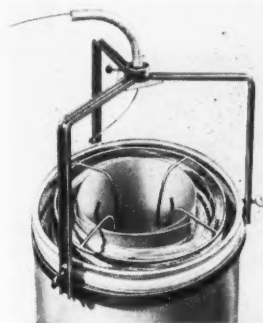
Further information on equipment and supplies may be obtained by writing the manufacturer direct or writing The Provisioner, using key numbers and coupon below.

**ADAPTOR PLUGS (NE 347):** The Hydraulic Manufacturing Co. has announced that a set of five tapered rubber adaptor plugs for use with the company's water ram is available now. Ranging in size from 2½ in. x 2¼ in. to 1¾ in. x 1 in., the plugs are said to be designed to enable the ram operator to obtain maximum effective seal



when applying the ram against drain blockages. Their use is said also to reduce recoil when compressed air is fired and result in more direct forward action of the air.

**TYING WIRE DISPENSER (NE 348):** An attachment, easy to affix to a drum top, is said to



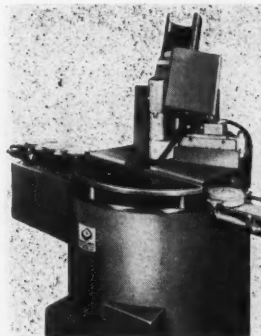
eliminate wire tangling and reduce down-time. Manufactured by Inland Wire Products Co., dispensers handle all gauges of wire.

**RIGID VINYL PACKAGING SHEETS (NE 344):** A rigid vinyl calendared sheet for packaging red meats and poultry is being marketed by Bakelite Company, a division of Union Carbide and Carbon Corp. This new grade of vinyl is said to make it possible to dress and cut fresh meat

and poultry at wholesale points, and ship the packages in sealed containers with clear top covers for retail display. The film has a high degree of dimensional stability, a low rate of water absorption, resistance to grease, oils, etc., and can be heat sealed.

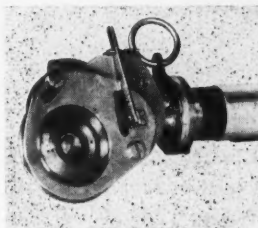
**SOFT SEAL ADHESIVE (NE 333):** A soft seal adhesive for use as a non-tear case sealing glue is being merchandized by National Adhesives, division of National Starch Products Inc. The material can be applied by all standard case sealing equipment and provides ready opening by a sharp upward pull.

**FOIL CONTAINER COVER FEED AND CLOSURE (NE 350):** A fully automatic cover feed and closure for use with rigid aluminum foil containers has been announced by Ekco-Alcoa Containers Inc. A continuously running conveyor is cycled to the arrival of the container, picks a lid from the magazine,



applies and closes it and delivers it to a continuously running outfeed belt for case packing. The unit is said to be able to handle different sizes and shapes and operates at speeds of up to 2,700 per hour. It can also be equipped with a heat sealing feature and automatic filling devices.

**AIR DRIVEN SCRIBE SAW (NE 349):** Best & Donovan has developed a saw which is suitable for scribing both pork and beef on the rail or the moving table. The air-operated unit weighs only 7½ lbs. and



can handle up to 500 sides per hour. The air motor at 90 lbs. pressure develops 1 hp. Electrical units are available also.

**CAN FEEDER AND LOADER (NE 325):** A convertible, fully-automatic feeder - former - positioner - loader with magazines has been announced by the J. L. Ferguson Co. The machine accommodates end-opening style corrugated paper board shipping containers and is said to feed out the flat containers and form, position and load them at the rate of 15 cases per min. It is supposed to load shipping containers with 12 46-oz. cans or six No. 10 cans. The operation is automatic and only requires that a part-time operator supply the unit with knocked-down containers.

**DOCK RAMP (NE 351):** Pit construction for a truck actuated, counterbalanced ramp manufactured by The



Kelley Co., Inc., is said to reduce installation and pit preparation costs. Two adjustable arms to pivot the front cross beam and a positive safety stop to prevent dockboard falling, should the lip be unsupported, are two new features of the dock ramp.

Use this coupon in writing for further information on New Equipment. Address the National Provisioner, 15 W. Huron St., Chicago 10, Ill., giving key numbers only. (9-29-56).

Key Numbers .....  
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# Use a "TILT-TOP" TRUCK with your TY LINKER

COMPLETE HANDLING OF PRODUCT FROM  
STUFFER TABLE TO SMOKE STICK



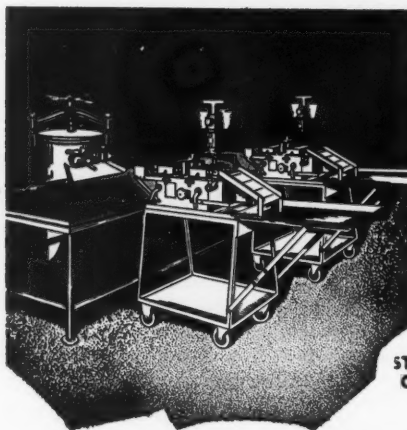
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- BETTER ACCESSIBILITY TO ALL PARTS FOR EASY CLEANING AND LUBRICATION
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- TY LINKER SECURELY BOLTED AND CRADLED
- BOTTOM SHELF FOR TOOLS AND PARTS
- PERFECT FOR PERMANENT LOCATION



STAINLESS STEEL  
CONSTRUCTION  
THROUGHOUT

- SELF-LOCKING DEVICE FOR SMOOTH TILTING
- EQUIPPED WITH LARGE SWIVELED CASTERS
- SIZE—68" LONG—33" HIGH—24" WIDE

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OVER 3000 TY LINKERS IN DAILY OPERATION



# ALL MEAT . . . output, exports, imports, stocks

## Meat Output Down; Hog Kill Gains

Meat production under federal inspection last week, after the heavy immediate post-holiday operations, declined 4 per cent to 422,000,000 lbs. from 440,000,000 lbs. the week before. However, with hog marketings and slaughter well above last year, current output was a shade larger than last year's 418,000,000 lbs. for the same period. Cattle slaughter was off 9 per cent for the week and a shade under a year ago, with that of hogs up a trifle for the week and 6 per cent larger than last year. Calf slaughter fell off moderately as did that of sheep and lambs, with kill of the latter considerably smaller than last year. Estimated slaughter and meat production by weeks appear as follows:

Week Ended	BEEF		PORK (Excl. lard)		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Sept. 22, 1956	405	211.0	1,325	174.8	422
Sept. 15, 1956	443	229.5	1,311	172.9	440
Sept. 24, 1955	409	217.3	1,246	164.4	418

Week Ended	VEAL		LAMB AND MUTTON		TOTAL MEAT PROD. Mil. lbs.
	Number M's	Production Mil. lbs.	Number M's	Production Mil. lbs.	
Sept. 22, 1956	170	22.3	304	13.3	422
Sept. 15, 1956	178	23.3	315	13.9	440
Sept. 24, 1955	169	21.6	326	14.4	418

1950-56 HIGH WEEK'S KILL: Cattle, 427,165; Hogs, 1,859,215; Calves, 185,965; Sheep and Lambs, 369,561.

1950-56 LOW WEEK'S KILL: Cattle, 154,814; Hogs, 641,000; Calves, 55,241; Sheep and Lambs, 137,677.

### AVERAGE WEIGHTS AND YIELD (LBS.)

Week Ended	CATTLE		HOGS		LARD PROD. Per cwt.	Mil. lbs.
	Live	Dressed	Live	Dressed		
Sept. 22, 1956	955	521	229	132	—	—
Sept. 15, 1956	950	518	229	132	—	—
Sept. 24, 1955	971	531	229	132	—	—

Week Ended	CALVES		SHEEP AND LAMBS		LARD PROD. Per cwt.	Mil. lbs.
	Live	Dressed	Live	Dressed		
Sept. 22, 1956	235	131	92	44	—	40.8*
Sept. 15, 1956	235	131	92	44	—	40.2*
Sept. 24, 1955	230	128	92	44	13.7	39.1

\*Estimated by the Provisioner

## MEAT EXPORTS, IMPORTS

Export business in lard decreased in July to 42,249,142 lbs. from 44,762,498 lbs. in June, but was considerably larger than the 29,519,337 lbs. shipped out in July 1955. Exports of edible tallow fell to 903,896 lbs. from 1,854,239 lbs. in June but were larger than the 832,218 lbs. shipped in July last year. Movement abroad of 109,785,418 lbs. of inedible tallow in July was up from 105,944,007 lbs. in June and heavier than the 97,580,089 lbs. in 1955.

On the import side, inshipments of canned beef at 6,488,723 lbs. showed an increase from 6,063,134 lbs. in June but a drop from 9,711,143 lbs. in July last year. Imports of canned and cooked hams and shoulders at 8,543,558 lbs. were up from 8,231,433 lbs. in June, but smaller than the 9,482,229 lbs. in July of last year. The USDA report on exports and imports of meat industry products by items is as follows:

	July 1956	July 1955
EXPORTS (Domestic):	Pounds	Pounds
Beef and veal—		
Fresh or frozen .....	4,717,639	345,924
Pickled or cured .....	1,537,005	1,747,199
Pork—		
Hams and shoulders, cured or cooked and bacon .....	1,572,043	1,238,540
Other pork, fresh, frozen, pickled, salted or otherwise cured .....	2,450,976	2,556,269
Other meats, except canned (Incl. edible animal organs) .....	6,433,312	5,874,845
Canned meats—		
Beef and veal .....	245,428	759,289
Sausage, prepared sausage meats, bologna and frankfurters .....	244,788	488,613
Pork .....	579,214	436,527
Lard, includes rend, pork fat and shortenings (chief wt. animal fat) .....	42,249,142	29,519,337
Tallow, edible .....	903,896	832,218
Tallow, inedible .....	109,785,418	97,580,089
Inedible animal oils, greases and fats, n.e.c. ....	6,112,885	14,201,990
IMPORTS—		
Beef, fresh or frozen ...	2,257,359	2,084,656
Veal, fresh or frozen ...	27,460	47,977
Beef and veal, pickled or cured .....	1,146,500	226,641
Canned beef (includes corned beef) .....	6,488,723	9,711,143
Pork, fresh or chilled or frozen .....	2,741,706	4,651,010
Hams, shoulders, bacon and other pork .....	384,130	600,677
Canned cooked hams and shoulders .....	8,543,558	9,482,229
Other pork, prepared or preserved .....	900,030	1,428,412
Meats, fresh, chilled, frozen, n.e.s. ....	346,939	37,878
Meats, canned, prop. or pres., n.e.s. ....	190,571	293,406
Lamb, mutton and goat meat .....	60,668	83,792
Tallow, inedible .....	—	30,118
Tallow, edible .....	211	—

\*Not cooked, boned or canned or made into sausage.

†Includes fresh pork sausage.

Compiled from official records, Bureau of the Census.

## Authorize Korea To Buy U. S. Canned Pork Under P.L. 480

Issuance to Korea of an authorization to finance the purchase of up to \$8,288,000 worth (including certain ocean transportation costs) of canned pork products from United States suppliers under Title I of Public Law 480 has been announced by the U. S. Department of Agriculture in Washington.

The authorization, No. 24-05, provides for the purchase of about 20,000,000 lbs. (basis, canned pork sausage), of canned pork products. Specifications regarding quality and packaging must be submitted to the Standardization Branch, Livestock Division, Agricultural Marketing Service, U. S. Department of Agriculture, Washington 25, D. C., for approval before purchases are made.

The canned pork products must originate from hogs produced in the continental United States, and the product prepared in a plant supervised by the Meat Inspection Branch, Agricultural Research Service, USDA.

Sales contracts between importers

and suppliers made on or after September 27, 1956, and on or before March 31, 1957 will be eligible for financing. Delivery will be to importer, c.a.f. Korean ports. Shipments from U. S. ports may be made on or after September 27, 1956, but not later than June 30, 1957.

The buyer or buyers who will be authorized to make the USDA purchase have not yet been designated by Korea. When the designation is made, the USDA will make a public announcement thereof. In the meantime, inquiries may be addressed to: Office of Supply, Government of Republic of Korea, Seoul, Korea.

## U. S. Lard Storage Stocks

Stocks of lard and rendered pork fat at packing plants, factories and warehouses, refrigerated and non-refrigerated, on August 31, 1956 totaled 141,056,000 lbs., according to the Bureau of Census. This was a decrease from 178,461,000 lbs. a month before, but 45 per cent above the 97,014,000 lbs. on the same date a year earlier.

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on its  
50th Anniversary



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**KEEBLER ENGINEERING CO.**

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# PROCESSED MEATS . . . SUPPLIES

## Five-Week August Meat Food Processing Below Earlier Periods; Above Year Ago

**P**ROCESSING and preparation of meat food products in the five weeks of August fell off considerably from the high levels of the two previous five-week periods of this year, but ranged moderately higher than for the same period of last year. August volume was 1,608,369,000 lbs. as against 1,572,706,000 lbs. last year. Processors turned out 170,405,000

lbs. of sausage for a small increase over 164,985,000 lbs. produced in the same period of last year. Volume of meat loaves, head cheese, chili, etc. at 20,037,000 lbs. was down from a year ago. Volume of steaks, chops and roasts handled rose some to 65,957,000 lbs. from 63,825,000 lbs. last year.

The larger hog slaughter helped

raise slicing of bacon to 104,058,000 lbs. from 98,893,000 lbs. in the same five weeks of last year. Renderers turned out 155,216,000 lbs. of lard as against 154,593,000 lbs. last year.

Canning of meat food products also fell off considerably from previous five-week periods this year, but current volume at 34,152,000 lbs. was up from 29,202,000 lbs. canned in the 3-lb. and larger containers, with volume put up in the smaller cans at 119,151,000 and 117,702,000 lbs. in the two periods, respectively.

### MEAT AND MEAT FOOD PRODUCTS PREPARED AND PROCESSED UNDER FEDERAL INSPECTION—JULY 29 THROUGH SEPTEMBER 1, 1956 COMPARED WITH CORRESPONDING PERIOD, JULY 31 THROUGH SEPTEMBER 3, 1955

	July 29-Sept. 1 1956	July 31-Sept. 3 1955	35 Weeks 1956	35 Weeks 1955
Placed in cure—				
Beef .....	15,386,000	16,568,000	110,214,000	103,804,000
Pork .....	332,669,000	337,315,000	2,405,089,000	2,362,608,000
Other .....	134,000	117,000	956,000	1,380,000
Smoked and/or dried—				
Beef .....	5,196,000	5,525,000	37,814,000	40,755,000
Pork .....	255,208,000	250,076,000	1,754,613,000	1,681,369,000
Cooked Meat—				
Beef .....	8,105,000	7,634,000	52,188,000	49,288,000
Pork .....	30,487,000	31,133,000	204,452,000	216,006,000
Other .....	331,000	404,000	2,461,000	3,426,000
Sausage—				
Fresh finished .....	18,102,000	17,170,000	132,038,000	143,423,000
To be dried or semi-dried .....	15,398,000	14,782,000	96,007,000	89,481,000
Franks, Wieners .....	73,061,000	67,770,000	455,468,000	423,854,000
Other, smoked, or cooked .....	63,844,000	65,263,000	417,692,000	420,987,000
Total sausage .....	170,405,000	164,985,000	1,121,205,000	1,077,745,000
Loaf, head cheese, chili, jellied products .....	20,037,000	20,199,000	137,993,000	138,561,000
Steaks, chops, roasts .....	65,957,000	63,825,000	458,485,000	430,753,000
Meat extract .....	115,000	279,000	1,217,000	1,231,000
Sliced bacon .....	104,058,000	98,893,000	689,157,000	627,196,000
Sliced, other .....	18,864,000	16,476,000	119,005,000	95,665,000
Hamburger .....	18,820,000	15,343,000	115,746,000	104,621,000
Miscellaneous meat product .....	5,882,000	5,634,000	48,482,000	39,354,000
Lard, rendered .....	155,216,000	154,593,000	1,411,459,000	1,239,618,000
Lard, refined .....	136,492,000	135,172,000	1,120,864,000	952,338,000
Olco stock .....	8,611,000	11,910,000	68,157,000	77,651,000
Edible tallow .....	18,491,000	15,499,000	133,208,000	106,541,000
Rendered pork fat—				
Rendered .....	9,409,000	.....	69,138,000	.....
Refined .....	6,636,000	.....	52,457,000	.....
Compound containing animal fat .....	57,749,000	47,878,000	406,420,000	321,670,000
Oilomargarine containing animal fat .....	7,626,000	3,047,000	47,123,000	26,312,000
Canned product (for civilian use and Dept. of Defense) .....	157,079,000	153,486,000	1,517,741,000	1,295,681,000
Total* .....	1,608,369,000	1,572,706,000	12,170,239,000	11,133,503,000

\*This figure represents "inspection pounds" as some of the products may have been inspected and recorded more than once due to having been subjected to more than one distinct processing treatment, such as curing first and then canning.

### MEAT AND MEAT FOOD PRODUCTS CANNED UNDER FEDERAL INSPECTION IN THE FIVE-WEEK PERIOD, JULY 29 THROUGH SEPTEMBER 1, 1956

	Pounds of Finished Product	Slicing and Institutional sizes (3 lbs. or over)	Consumer Packages or shelf sizes (under 3 lbs.)
Luncheon meat .....	12,774,000	11,185,000	.....
Canned hams .....	13,637,000	1,061,000	.....
Corned beef hash .....	304,000	6,984,000	.....
Chili con carne .....	536,000	12,983,000	.....
Viennas .....	252,000	5,785,000	.....
Franks, Wieners in brine .....	5,000	125,000	.....
Deviled ham .....	.....	969,000	.....
Other potted or deviled meat food products .....	.....	2,783,000	.....
Tamales .....	109,000	2,890,000	.....
Sliced dried beef .....	27,000	344,000	.....
Chopped beef .....	6,000	1,812,000	.....
Meat stew (all product) .....	70,000	7,336,000	.....
Spaghetti meat products .....	221,000	10,132,000	.....
Tongue (other than pickled) .....	43,000	210,000	.....
Vinegar pickled products .....	1,023,000	1,675,000	.....
Bulk sausage .....	5,000	713,000	.....
Hamburger, roasted or corned beef, meat and gravy .....	286,000	3,002,000	.....
Soups .....	822,000	22,994,000	.....
Sausage in oil .....	646,000	395,000	.....
Tripe .....	.....	238,000	.....
Brains .....	.....	148,000	.....
Loins and picnics .....	2,440,000	107,000	.....
All other meat with meat and/or meat by-products—20% or more .....	272,000	5,896,000	.....
Less than 20% .....	676,000	19,533,000	.....
Totals .....	34,152,000	119,151,000	.....

### DOMESTIC SAUSAGE

(L.c.l. prices)	
Pork sausage, hog cas., 43 @46	
Pork saus., bulk, 1-lb., 34 @40	
Pork sausage, sheep cas., 1-lb. pkge., 53 @56	
Pork sausage, sheep cas., 5-lb. pkge., 52 @54	
Frankfurters, sheep cas., 51½ @54	
Frankfurters, skinless, 40 @44	
Bologna (ring), 38 @43	
Bologna, artificial cas., 34½ @38	
Smoked liver, hog bungs, 41½ @48	
Smoked liver, art. cas., 34½ @45	
Polish sausage, smoked, 47 @54	
New Eng. lunch, spec., 59 @68	
Olive loaf, 43 @46½	
Tongue and Blood, 39 @42½	
Pepper loaf, 39 @54½	
Pickle & Pimiento loaf, 39½ @42	

### SEEDS AND HERBS

(L.c.l. prices)	Whole	Ground
Caraway seed, 26 @31		
Coriander seed, 26 @31		
Mustard seed:		
fancy, 23		
yellow Amer., 17		
oregano, 34		
coriander, 21		
Morocco, No. 1, 21 @25		
Marjoram, 00 @65		
French, 00 @65		
Sage, Dalmatian, No. 1, 58 @66		

### DRY SAUSAGE

(L.c.l. prices)	
Cervelat, ch. hog bungs, 89 @92	
Thuringer, 45 @50	
Farmer, 71 @75	
Holsteiner, 73 @75	
B. C. Salami, 79 @82	
Pepperoni, 67 @71	
Genoa style salami, ch., 94 @97	
Cooked salami, 44 @47	
Sicilian, 80 @84	
Goteborg, 71 @74	
Mortadella, 49 @52	

### SPICES

(Basis, Chgo., orig. bbls., bags, bales)	Whole	Ground
Allspice, prime, 1.00		1.10
Realized, 1.07		1.17
Chili, Powder, 47		41
Chili, Pepper, 41		47
Cloves, Zanzibar, 63		69
Ginger, Jam., unbl., 95		1.02
Mace, fancy Banda, 3.26		3.50
West Indies, 3.36		3.36
East Indies, 3.10		3.10
Mustard, flour, fancy, 37		37
No. 1, 33		33
West India Nutmeg, 1.30		1.30
Paprika, Spanish, 51		51
Pepper, cayenne, 54		54
Red, No. 1, 54		54
White, 52		56
Black, 45		49

### SAUSAGE CASINGS

(L.c.l. prices quoted to manufacturers of sausage)	
Beef Casings:	
Rounds—	
Export, narrow, 32/35 mm., 1.10 @1.35	
Export, med. 35/38, 90 @1.10	
Export, med. wide, 38/40, 90 @1.25	
Export, wide, 40/44, 1.30 @1.50	
Export, jumbo, 44/up, 2.00 @2.40	
Domestic, regular, 60 @85	
Domestic, wide, 75 @1.10	
No. 1 weasands, 12 @16	
No. 2 weas., 22 inch/up, 9 @14	
Middles—	
Sewing, 1½ @2½ in., 1.25 @1.65	
Select, wide, 2 @2½ in., 1.85 @2.10	
Extra select, 2½ @2½ in., 2.25 @2.60	
Bungs, exp. No. 1, 25 @34	
Bungs, domestic, 18 @23	
Dried or salt bladders, piece:	
8-10 in. wide, flat, 9 @10	
10-12 in. wide, flat, 9 @11	
12-15 in. wide, flat, 15 @18	
Pork Casings:	
Extra narrow, 29 mm., and down, 4.00 @4.15	
Narrow, 29 @32 mm., 3.75 @4.15	
Medium, 32 @35 mm., 2.25 @2.50	
Spec. medium, 35 @38 mm., 1.75 @2.50	

### Hog Bungs—

Sow, 54 @60	
Export, 34 in. cut, 45 @50	
Large prime, 34 in., 34 @36	
Med. prime, 34 in., 25 @27	
Small prime, 16 @20	
Middles, 1 per set, cap off, 55 @60	
Sheep Casings (per hank):	
26/28 mm., 5.25 @6.00	
24/26 mm., 5.50 @6.05	
22/24 mm., 4.90 @5.25	
20/22 mm., 4.00 @4.30	
18/20 mm., 3.00 @3.25	
16/18 mm., 1.85 @2.30	

### CURING MATERIALS

	Cwt.
Nitrite of soda, in 400-lb. bbls., del. or f.o.b. Chgo., \$11.35	
Pure rfd., gran. nitrate of soda, 5.65	
Pure rfd., powdered nitrate of soda, 8.65	
Salt, paper sacked, f.o.b. Chgo., gran. carlots, ton., 29.40	
Rock salt, ton in 100-lb. bags, f.o.b. whse., Chgo., 27.40	
Sugar:	
Raw, 96 basis, f.o.b. N.Y., 6.02	
Refined standard cane gran. basis (Chgo.), 8.50	
Packers, curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%, 8.15	
Dextrose (less 2%), 7.49	
Cerelease, regular, cwt., 7.49	
Ex-Warehouse, Chicago, 7.50	



## FIFTY YEARS HAVE BROUGHT CHANGES

Affecting Livestock Markets as well as Packers—  
Some Adversely, Some Beneficially—

Changes in methods and areas of Production,  
in number and residence of Consumers,  
in systems and means of Transportation,  
in selling and buying Practices,  
in facilities and services at Markets.

*In the Future, as in the Past,*

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Raw Material for most of the federally  
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and the accommodation of buyers and sellers.

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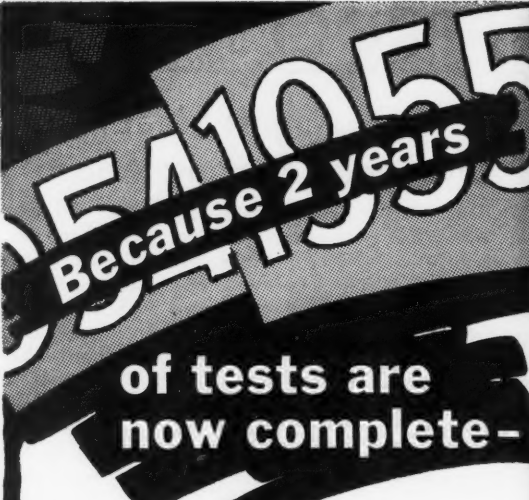
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3 to 7-inch lengths, increments of 1/4" . . .	3 1/2" length—18,000 links per hour
any dia. from 3/8" to 1 3/8" in natural casings.	4" length—15,360 links per hour
	5" length—12,480 links per hour
	6" length—10,560 links per hour

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# PORK AND LARD ... Chicago and outside

## CHICAGO PROVISION MARKETS

From The National Provisioner Daily Market Service

### CASH PRICES

(Carol basis, Chicago price zone, Sept. 26, 1956)

SKINNED HAMS		BELLIES	
Fresh or F.F.A.	Frozen	Fresh or F.F.A.	Frozen
38.....10/12.....38		23 1/2 @ 24.....6/8.....23 1/2 @ 24	
38.....12/14.....38		27.....8/10.....26 1/2	
38.....14/16.....38		26 1/2 @ 27.....10/12.....26 1/2	
40.....16/18.....40		26 1/2.....12/14.....26 1/2	
40.....18/20.....40		26 1/2.....14/16.....26 1/2	
40.....20/22.....40		26.....16/18.....26	
39 1/2.....22/24.....39 1/2		25.....18/20.....25	
39 1/2.....24/26.....39 1/2			
39.....25/30.....39			
37 1/2.....25/up, 2's in.....37 1/2			

Ham quotations based on product conforming to Board of Trade definition regarding new trim effective January 9, 1956.

PICNICS	
Fresh or F.F.A.	Frozen
23 1/2.....4/6.....23 1/2	
23 1/2.....6/8.....23 1/2	
23 1/2.....8/10.....23 1/2	
23 1/2.....10/12.....23 1/2	
23 1/2.....12/14.....23 1/2	
23 1/2.....8/up, 2's in.....23 1/2	

FAT BACKS	
Fresh or Frozen	Cured
10 1/4.....6/8.....10 1/4	
10 1/4.....8/10.....10 1/4	
12 1/2.....10/12.....12 1/2	
12 1/2.....12/14.....12 1/2	
13 1/4.....14/16.....13 1/4	
14 1/2.....16/18.....14 1/2	
14 1/2.....18/20.....14 1/2	
14 1/2.....20/25.....14 1/2	

### LARD FUTURES PRICES

NOTE: Add 1/2¢ to all price quotations ending in 2 or 7.

FRIDAY, SEPT. 21, 1956			
Open	High	Low	Close
Oct. 11.60	11.65	11.50	11.60a
Nov. 11.70	11.77	11.65	11.70a
Dec. 13.00	13.10	12.95	12.95
Jan. 12.92	12.95	12.87	12.87a
Mar. 13.15	13.20	13.05	13.15

Sales: 6,880,000 lbs.  
Open interest at close Thurs., Sept. 20: Oct. 869, Nov. 908, Dec. 382, Jan. 89, and Mar. 104 lots.

MONDAY, SEPT. 24, 1956			
Oct. 11.55	11.72	11.52	11.65-60
Nov. 11.67	11.82	11.62	11.75a
Dec. 12.90	13.05	12.90	13.02
Jan. 12.92	12.92	12.92	12.92
Mar. 13.15	13.25	13.15	13.25

Sales: 6,200,000 lbs.  
Open interest at close Fri., Sept. 21: Oct. 846, Nov. 918, Dec. 400, Jan. 90, and Mar. 102 lots.

TUESDAY, SEPT. 25, 1956			
Oct. 11.70	11.77	11.62	11.65b
Nov. 11.85	11.90	11.75	11.80
Dec. 13.05	13.20	13.05	13.10b
Mar. 13.27	13.30	13.25	13.27

Sales: 9,160,000 lbs.  
Open interest at close Mon., Sept. 24: Oct. 837, Nov. 953, Dec. 399, Jan. 98, and Mar. 107 lots.

WEDNESDAY, SEPT. 26, 1956			
Oct. 11.65	11.75	11.62	11.70a
Nov. 11.70	11.85	11.70	11.80a
Dec. 13.12	13.20	13.10	13.15
Jan. 13.02	13.07	13.02	13.02
Mar. 13.27	13.30	13.25	13.27

Sales: 6,280,000 lbs.  
Open interest at close Tues., Sept. 25: Oct. 799, Nov. 1,019, Dec. 396, Jan. 102, and Mar. 109 lots.

THURSDAY, SEPT. 27, 1956			
Oct. 11.65	11.72	11.62	11.62b
Nov. 11.85	11.85	11.72	11.72
Dec. 13.12	13.20	13.12	13.15a
Jan. 13.07	13.07	13.05	13.07
Mar. 13.27	13.30	13.25	13.30b

Sales: 5,000,000 lbs.  
Open interest at close Wed. Sept. 26: Oct. 782, Nov. 1,038, Dec. 402, Jan. 110, and Mar. 119 lots.

FRESH PORK CUTS	
Job Lot	Car Lot
47 1/2 @ 48.....Loins, 12/dn.....45 1/2	
47 1/2 @ 48.....Loins, 12/14.....45	
43 1/2 @ 44 1/2.....Loins, 18/20.....42 1/2	
40.....Loins, 20/up.....40	
36.....Butts, 4/8.....33 1/2	
34.....Butts, 8/12.....32	
34.....Butts, 8/up.....32	
36.....Ribs, 3/dn.....33 1/2	
36.....Ribs, 3/5.....24 1/2 @ 25	
19.....Ribs, 5/up.....16b	

OTHER CELLAR CUTS	
Fresh or Frozen	Cured
13 1/2.....Square Jowls.....unq.	
11 1/2 @ 11 1/2.....Jowl Butts, Loose.....12	
12.....Jowl Butts, Boxed.....unq.	

### CHGO. FRESH PORK AND PORK PRODUCTS

Sept. 25, 1956 (L.C.I. prices)	
Hams, skinned, 10/12.....40	
Hams, skinned, 12/14.....40	
Hams, skinned, 14/16.....39 1/2 @ 40	
Picnics, 4/6 lbs., loose.....25 1/2	
Picnics, 6/8 lbs., loose.....24 1/2 @ 25	
(Job lots)	
Pork loins, boneless.....70	
Shoulders, 16/dn, loose.....30	
Pork livers.....14	
Tenderloins, fresh, 10's, 80 @ 82.....9	
Neck bones, blbs.....8	
Ears, 30's.....8	
Feet, s.c., blbs.....6	

### CHGO. PORK SAUSAGE MATERIALS—FRESH

(To Sausage Manufacturers in Job lots only)	
Pork trim., guar, 40% lean, blbs.....18	
Pork trim., guar, 50% lean, blbs.....21 @ 22	
Pork trim., 80% lean, blbs.....33 1/2 @ 34	
Pork trim., 95% lean, blbs.....43 1/2 @ 44	
Pork head meat.....22	
Pork cheek meat, trim., blbs.....26	

### PACKERS' WHOLESALE LARD PRICES

Refined lard, tierces, f.o.b. Chicago.....\$16.00	
Refined lard, 50-lb. cartons, f.o.b. Chicago.....15.50	
Kettle rendered tierces, f.o.b. Chicago.....16.50	
Leaf, kettle rendered tierces, f.o.b. Chicago.....17.00	
Lard flakes.....18.25	
Neutral tierces, f.o.b. Chicago.....18.25	
Standard shortening, N. & S. (del.).....20.75	
Hydro. shortening, N. & S.....21.75	

### WEEK'S LARD PRICES

P.S. or D. R.	P.S. or D. R.	Ref. in
Cash	Loose	50-lb.
Tierces (Open)	Tierces (Mkt.)	Tierces (Mkt.)
Sept. 21.....11.60n	12.37 1/2n	14.25n
Sept. 22.....11.60n	12.37 1/2n	14.25n
Sept. 24.....11.65n	12.37 1/2n	14.25n
Sept. 25.....11.70n	12.37 1/2n	14.50n
Sept. 26.....11.80n	12.37 1/2n	14.50n
Sept. 27.....11.75n	12.37 1/2n	14.50n

## CUT-OUT MARGINS VARY; HEAVY HOGS OFF

Hog cut-out margins shifted unevenly this week as light and mediumweight hogs scored gains, the former showing up the best, while margins on heavies fell back into the minus column. The sharp rise in live costs on the heavies more than offset markups in pork from such animals.

	—180-220 lbs.—		—220-240 lbs.—		—240-270 lbs.—	
	Value	per cwt.	Value	per cwt.	Value	per cwt.
Lean cuts, alive	\$12.30	\$17.04	\$11.94	\$16.90	\$11.57	\$16.51
Fat cuts, lard	4.96	7.17	5.30	7.53	5.22	7.30
Ribs, trimmings, etc.	1.81	2.63	1.62	2.33	1.47	2.00
Cost of hogs	\$16.65		\$16.92		\$16.87	
Condemnation loss	.08		.08		.08	
Handling, overhead	2.00		1.81		1.51	
TOTAL COST	\$18.73	\$27.20	\$18.81	\$26.68	\$18.46	\$26.00
TOTAL VALUE	19.16	27.74	18.86	26.76	18.26	25.70
Cutting margin	\$.43	\$.54	\$.05	\$.08	\$.20	\$.30
Margin last week	\$.23	\$.35	\$.03	\$.05	\$.04	\$.06

## PACIFIC COAST WHOLESALE PORK PRICES

	Los Angeles Sept. 25	San Francisco Sept. 25	No. Portland Sept. 25
FRESH PORK (Carcass): (Packer style)		(Shipper style)	(Shipper style)
80-120 lbs., U.S. 1-3.....None quoted		None quoted	None quoted
120-170 lbs., U.S. 1-3.....\$2.00 @ \$2.00		None quoted	\$28.00 @ 29.50

FRESH PORK CUTS, No. 1:			
LOINS:			
8-10 lbs.....	50.00 @ 55.00	53.00 @ 55.00	54.00 @ 59.00
10-12 lbs.....	50.00 @ 55.00	55.00 @ 57.00	54.00 @ 59.00
12-16 lbs.....	50.00 @ 55.00	57.00 @ 59.00	53.00 @ 58.00

PICNICS:			
(Smoked)			
4-8 lbs.....	31.00 @ 36.00	34.00 @ 38.00	33.00 @ 36.00

HAMS, Skinned:			
12-16 lbs.....	46.00 @ 52.00	51.00 @ 54.00	49.00 @ 52.00
16-18 lbs.....	47.00 @ 52.00	52.00 @ 55.00	49.00 @ 53.00

BACON "Dry" Cure No. 1:			
6-8 lbs.....	35.00 @ 44.00	42.00 @ 46.00	40.00 @ 44.00
8-10 lbs.....	34.00 @ 43.00	44.00 @ 48.00	38.00 @ 41.00
10-12 lbs.....	34.00 @ 40.00	38.00 @ 42.00	36.00 @ 39.00

LARD, Refined:			
1-lb. carton.....	17.00 @ 19.00	20.00 @ 21.00	16.00 @ 18.50
50-lb. cartons & cans.....	15.75 @ 18.50	19.00 @ 20.00	None quoted
Tierces.....	15.00 @ 18.00	18.00 @ 19.00	13.50 @ 17.00

## N. Y. FRESH PORK CUTS

Sept. 25, 1956 (L.C.I. prices)	
Western	
Pork loins, 8/12.....\$52.00 @ 55.00	
Pork loins, 12/14.....51.00 @ 53.00	
Hams, sknd., 10/14.....44.00 @ 47.00	
Boston butts, 4/8.....38.00 @ 40.00	
Regular picnics, 4/8.....27.00 @ 30.00	
Spareribs, 3/down.....38.00 @ 41.00	
Pork trim., regular.....22.00	
Pork trim., spec. 80%.....38.00	

City	
Box lots	
Hams, sknd., 10/14.....43.00 @ 47.00	
Pork loins, 8/12.....55.00 @ 56.00	
Pork loins, 12/16.....54.00 @ 55.00	
Boston butts, 4/8.....38.00 @ 41.00	
Picnics, 4/8.....28.00 @ 30.00	
Spareribs, 3/down.....39.00 @ 42.00	

## N. Y. DRESSED HOGS

(Heads on, leaf fat in) (L.C.I. prices)	
50 to 75 lbs.....\$28.00 @ 31.00	
75 to 100 lbs.....28.00 @ 31.00	
100 to 125 lbs.....28.00 @ 31.00	
125 to 150 lbs.....28.00 @ 31.00	

## CHGO. WHOLESALE SMOKED MEATS

Sept. 25, 1956	
Hams, skinned, 14/16 lbs., (Av.) wrapped.....40 1/2	
Hams, skinned, 14/16 lbs., ready-to-eat, wrapped.....47 1/2	
Hams, skinned, 16/18 lbs., wrapped.....47 1/2	
Hams, skinned, 16/18 lbs., ready-to-eat, wrapped.....48 1/2	
Bacon, fancy trimmed, brisket off, 8/10 lbs., wrapped.....36 1/2	
Bacon, fancy sq. cut, seedless, 12/14 lbs., wrapped.....36 1/2	
Bacon, No. 1 sliced, 1-lb. heat seal, self service pkg.....50	

## HOG-CORN RATIOS

The hog-corn ratio for barrows and gilts at Chicago for the week ended Sept. 22, 1956 was 10.2, the U. S. Department of Agriculture has reported. This ratio compared with the 9.8 ratio for the preceding week and 12.2 a year ago. These ratios were calculated on the basis of No. 3 yellow corn selling at \$1.584, \$1.622 and \$1.323 per bu. during the three periods respectively.

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# SEE Schoettl

If you package meats, you need a folding carton that is grease and moisture resistant.

Moreover, it should be a carton that handles well and shows off the contents and your design to perfection. Schoettl cartons are unrivaled for food protection and brilliant printing. Hot wax cartons, cold wax cartons, plain or printed. Precision made for automatic packaging. Outstanding design, quality construction—94 years of know-how.

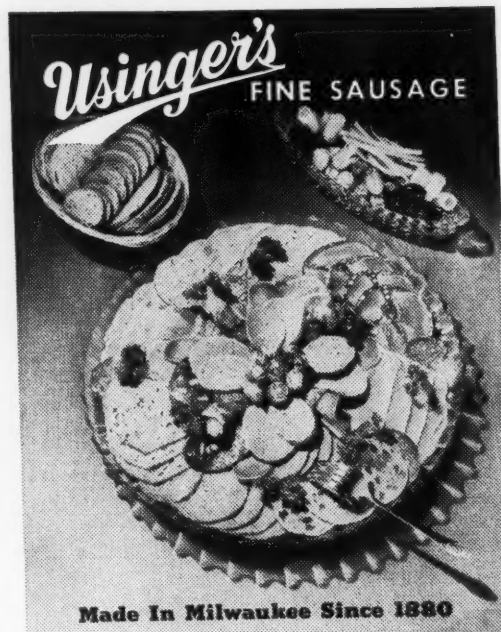
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PORK

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ORIGINAL  
WEST VIRGINIA  
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**HYGRADE FOOD PRODUCTS CORP.**  
EXECUTIVE OFFICES: 2811 MICHIGAN AVENUE, DETROIT 16

# BY-PRODUCTS... FATS AND OILS

## BY-PRODUCTS MARKET

Wednesday, Sept. 26, 1956

### BLOOD

Unground, per unit of ammonia  
bulk .....

### DIGESTER FEED TANKAGE MATERIAL

Wet rendered, unground, loose:

Low test ..... \$7.00@7.25  
Med. test ..... \$6.75@7.00  
High test ..... \$6.25@6.50  
Liquid stick, tank cars ..... \$1.75

### PACKINGHOUSE FEEDS

Carlots, ton  
50% meat, bone scraps, bagged, \$ 80.00@ 87.50  
20% meat, bone scraps, bulk ..... 77.50@ 82.50  
55% meat scraps, bagged ..... 98.00  
60% digester tankage, bagged ..... 77.50@ 85.00  
60% digester tankage, bulk ..... 75.00@ 82.50  
80% blood meal, bagged ..... 110.00@ 125.00  
Steam bone meal, bagged ..... 85.00  
(Specially prepared) ..... 75.00  
60% steam bone meal, bagged.....

### FERTILIZER MATERIALS

Feather tankage, ground,  
per unit ammonia ..... \$4.50@5.00  
Hof meal, per unit ammonia ..... 5.50

### DRY RENDERED TANKAGE

Low test, per unit prot. .... \$1.60  
Med. test, per unit prot. .... \$1.50@1.55  
High test, per unit prot. .... \$1.45@1.50

### GELATINE AND GLUE STOCKS

Cwt.  
Calf trimmings (limed) (glue) .... 1.25@ 1.35  
Hide trims. (green salted) (glue) .... 6.00@ 7.00  
Cattle jaws, scraps and knuckles,  
per ton ..... 55.00@57.00  
Pig skin scraps (edible) ..... 6.50@ 7.00

### ANIMAL HAIR

Winter coil dried, per ton ..... \$110.00@115.00  
Summer coil dried, per ton ..... 47.50@50.00  
Cattle switches, per piece ..... 3 1/2 @ 5  
Winter processed, gray, lb. .... 21 1/2  
Summer processed, gray, lb. .... 14 1/2

\*Delivered. n—nominal.

## TALLOW and GREASES

Wednesday, September 26, 1956

The inedible tallow and grease market held on to its firm to strong undertone late last week, with reports of choice white grease, all hog, trading at 8c, c.a.f. New York. Bleachable fancy tallow was bid at 7 3/8 @ 7 3/4c, same delivery point. The same product was bid at 7 1/2c, c.a.f. New Orleans. The market changed little in the Midwest. Bleachable fancy tallow and choice white grease, all hog, were still bid at 7 1/2c, c.a.f. Chicago. Edible tallow sold at 10 1/4c, f.o.b. River, and later at 10 1/2c, also f.o.b. River.

On Monday of the new week, several tanks of bleachable fancy tallow sold at 7 1/2c, c.a.f. Chicago. Eastern buying inquiry was unchanged from late last week. Good movement was recorded in the edible tallow market. Some sold at 10 1/2c, f.o.b. River points. A tank sold at 10 3/8c, Chicago basis, and a couple of tanks traded at 11 @ 11 1/4c, f.o.b. nearby midwest point, and moving south. Later, a couple

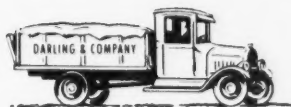
more tanks of edible tallow sold at 11 1/4c, f.o.b. Chicago.

On Tuesday, edible tallow was still bid at 10 1/2c, f.o.b. River, and held at 11c. No offers or bids were reported in the Chicago market. Yellow grease was bid at 6 1/2c, c.a.f. East, and held at 6 3/4c. Choice white grease, all hog, was offered at 8 1/4 @ 8 1/2c, c.a.f. East, and bid at 8c. Indications of 5 3/4 @ 6c, Chicago, were in the market on yellow grease.

Consumers were not very anxious for material at midweek. More product was reported as available, with the market undertone called "soft." Special tallow sold lower at 6 1/2c, c.a.f. Chicago. Prime tallow was bid at 6 3/4c, Chicago, and held at 7c. Bleachable fancy tallow and choice white grease, all hog, were offered at 7 1/2c, Chicago, but without reported trade. The latter was bid at 7 3/4 @ 7 7/8c, delivered New York, and held at 8c. Yellow grease traded at 6 5/8c, same delivery point. Edible tallow offerings were indicated at 11c, f.o.b. River, with buyers quiet.

**TALLOWs:** Wednesday's quotations: edible tallow, 10 1/2c, f.o.b.

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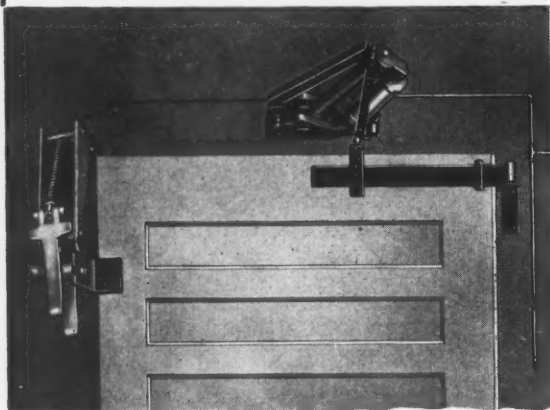
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Air-Lec, shown installed above the cooler door, opens and closes the heaviest doors quickly, safely and smoothly at the touch of a switch or the light pull of a cord. Equipped with a combination electrical and mechanical trip . . . mechanical operation is ideal for one or more operating stations above each door approach; electrical operation is designed for more and distant stations. Air-Lecs are in use in thousands of factories, food freezing and storage plants, meat packing companies, garages and service stations. Speed and Safety are characteristic of Air-Lec because Air-Inertia-Spring, all elastic forces, are the patented forces used.

**AIR-LEC FOR TYPICAL COOLER DOOR**

List Price **\$91.00**

### . . . AND AIR SEAL

Installed at left of door in illustration, the Air Seal operates in conjunction with Air-Lec, to provide an absolute seal on cooler doors. Air Seal crowds the outer edge of the door to stop improper circulation and frosting. Air Seal is especially desirable where temperatures below freezing are maintained.

**AIR-SEAL . . . . . \$35.00**

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First National Stores Somerville, Mass.	4	15
Abbott Laboratories North Chicago, Ill.	2	54

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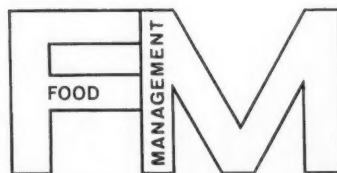
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Through extensive, consistent and coordinated advertising to consumers, the A.M.I. has successfully promoted meat as a necessary item in American households. Countless packers have been able to find solutions to their common problems due to the relentless efforts of the A.M.I.

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**FOOD MANAGEMENT, INC.**

7339 Montgomery Rd.

Cincinnati 36, Ohio

TwEed 1-2502

River, and 11 $\frac{1}{4}$ c, Chicago basis; original fancy tallow, 7 $\frac{1}{4}$ c; bleachable fancy tallow, 7 $\frac{1}{2}$ c; prime tallow, 7c; special tallow, 6 $\frac{1}{2}$ c; No. 1 tallow, 6 $\frac{1}{4}$ c; and No. 2 tallow, 5 $\frac{1}{4}$ @5 $\frac{1}{2}$ c.

**GREASES:** Wednesday's quotations: Choice white grease, not all hog, 7 $\frac{1}{2}$ c; B-white grease, 6 $\frac{1}{2}$ c; yellow grease, 5 $\frac{3}{4}$ @6c; house grease, 5 $\frac{1}{4}$ @5 $\frac{1}{2}$ c; and brown grease, 5@5 $\frac{1}{4}$ c. Choice white grease, all hog, was quoted at 8c, c.a.f. East.

## EASTERN BY-PRODUCTS

New York, Sept. 26, 1956  
Dried blood was quoted Wednesday at \$5@5.25 nominal per unit of ammonia. Low test wet rendered tankage was listed at \$6 nominal per unit of ammonia and dry rendered tankage was priced at \$1.35.

## N.Y. COTTONSEED OIL FUTURES

FRIDAY, SEPT. 21, 1956

	Open	High	Low	Close	Prev. Close
Oct. ....	14.35	.....	.....	14.13	14.20
Dec. ....	14.50	.....	.....	14.36	14.47
Jan. ....	14.40b	.....	.....	14.25b	14.35
Mar. ....	14.82b	.....	.....	14.68b	14.81
May ....	14.86b	.....	.....	14.76	14.86
July ....	14.85	.....	.....	14.71	14.80
Sept. ....	14.62b	.....	.....	14.54b	14.59
Oct. ....	14.45b	.....	.....	14.40b	14.45
Dec. ....	.....	.....	.....	14.30b	14.35

Sales: 266 lots.

MONDAY, SEPT. 24, 1956

	Open	High	Low	Close	Prev. Close
Oct. ....	14.10	14.11	14.10	14.08b	14.13
Dec. ....	14.30b	14.42	14.29	14.40b	14.36
Jan. ....	14.20b	.....	.....	14.30b	14.25b
Mar. ....	14.55b	14.72	14.63	14.72	14.68b
May ....	14.65b	14.82	14.74	14.80b	14.76
July ....	14.55b	14.76	14.73	14.75b	14.71
Sept. ....	14.35b	14.50	14.50	14.57b	14.54b
Oct. ....	14.25b	.....	.....	14.37b	14.40b
Dec. ....	.....	.....	.....	14.25b	14.30b

Sales: 124 lots.

TUESDAY, SEPT. 25, 1956

	Open	High	Low	Close	Prev. Close
Oct. ....	14.00b	14.20	14.04	14.08	14.08b
Dec. ....	14.30b	14.48	14.31	14.33	14.40b
Jan. ....	14.20b	.....	.....	14.15b	14.30b
Mar. ....	14.95	14.78	14.95	14.98	14.72
May ....	14.78	14.94	14.78	14.80	14.80b
July ....	14.77	14.87	14.77	14.73b	14.75b
Sept. ....	14.50b	14.58	14.58	14.58	14.57b
Oct. ....	14.37b	.....	.....	14.30b	14.37b
Dec. ....	.....	14.48	14.48	14.40b	14.25b

Sales: 409 lots.

WEDNESDAY, SEPT. 26, 1956

	Open	High	Low	Close	Prev. Close
Oct. ....	14.02b	14.12	14.03	14.06b	14.08
Dec. ....	14.35	14.40	14.32	14.39	14.33
Jan. ....	14.20b	.....	.....	14.35b	14.15b
Mar. ....	14.60b	14.70	14.68	14.71b	14.68
May ....	14.70b	14.80	14.84	14.87	14.80
July ....	14.75b	14.83	14.79	14.83	14.73b
Sept. ....	14.54b	14.67	14.67	14.67	14.58
Oct. ....	14.40b	.....	.....	14.50b	14.30b
Dec. ....	.....	.....	.....	14.25b	14.40b

Sales: 126 lots.

## VEGETABLE OILS

Wednesday, Sept. 26, 1956

Crude cottonseed oil, f.o.b.	11 $\frac{1}{4}$ n
Valley	11 $\frac{1}{2}$ n
Southeast	11 $\frac{1}{2}$ n
Texas	11 $\frac{1}{2}$ a
Corn oil in tanks, f.o.b. mills	12 $\frac{1}{4}$ pd
Soybean oil, Decatur	11 $\frac{1}{4}$ b
Peanut oil, f.o.b. mills	13 $\frac{1}{2}$ n
Coconut oil, f.o.b. Pacific Coast	10 $\frac{1}{2}$ a
Cottonseed roots:	
Midwest and West Coast	1 $\frac{1}{2}$ @1 $\frac{1}{2}$
East	1 $\frac{1}{2}$ @1 $\frac{1}{2}$

## OLEOMARGARINE

Wednesday, Sept. 26, 1956

White domestic vegetable	26
Yellow quarters	28
Milk churned pastry	25
Water churned pastry	24

## OLEO OILS

Wednesday, Sept. 26, 1956

Prime oleo stearine (slack barrels)	12 $\frac{1}{2}$
Extra oleo oil (drums)	18 $\frac{1}{2}$
Prime oleo oil (drums)	18

n—nominal. a—asked. b—bid. pd.—paid.

# HIDES AND SKINS

Sales of big packer hides again this week at steady levels—Bids for small packer hides generally failed to move available offerings—Inquiry limited—Country hide market slow—Overweight kipskin market easier—Shearlings and fall clips sold at various levels, depending on quality.

## CHICAGO

**PACKER HIDES:** The hide market was practically devoid of activity on Monday, and the only trading accomplished was on a couple cars of native bulls. St. Paul production brought 10c and Chicago 10 $\frac{1}{2}$ c. Most other selections were bid at steady levels, but offerings were not made available.

The market became more active on Tuesday, and steady prices were paid for the majority of selections on the list. Involved in the trading were heavy and light native steers, heavy and light native cows, branded cows and Chicago native bulls.

Trading continued at steady prices at midweek, and most selections shared in the activity. Ex-light native steers, light and ex-light Texas steers, however, were reportedly untraded. Branded steers sold steady at 12c on butts and 11c on Colorados. Heavy native cows, all points, sold at 14 $\frac{1}{2}$ c.

**SMALL PACKER AND COUNTRY HIDES:** Offerings of small packer hides were reportedly abundant, but priced over the limited tanner inquiry for averages wanted. As a result, actual sales were difficult to make. The 50-lb. average was offered at 14c and 14 $\frac{1}{2}$ c, with counter bids generally 1c lower. The 60-lb. average was easier, mostly on a nominal basis, and quoted at 10 $\frac{1}{2}$ c and 11c in the Midwest. Although 38@39-lb. average small packer hides were held at 20c and 21c out of the Southwest, bids were mostly at 18c and 18 $\frac{1}{2}$ c. Offerings of country hides were reported scarce, but interest was limited. The 50@52-lb. average straight locker butchers were quoted at 11c and mixed hides at 10@10 $\frac{1}{2}$ c, nominally.

**CALFSKINS AND KIPSKINS:** On Friday of last week, Southeastern kip sold at 29c, and overweights brought 26@27c, depending on location. Wednesday of this week, some Fort Worth kip sold at 32c. Overweight kipskins were offered lower at midweek, but were 2c under asking prices and no trading developed early. Light calfskins were offered at

and undisclosed price, believed to be under last trading level.

**SHEEPSKINS:** No. 1 shearlings sold at 2.50@3.00, depending on quality. Other sales of poorer quality were heard at 2.25, Pacific Coast. A car of No. 1 shearlings sold at 2.75. Fall clips sold at 3.00 and 3.25 and 3.50. No. 2 shearlings sold at 1.85@1.90, for better quality, while poorer quality sold as low as 1.65. A few No. 3 shearlings were available, with quotations varying from .75 to .85. Dry pelts sold at .25. Pickled skins were easier, with lambs quoted at 10.50@11.00 and sheep at 12.00.

## CHICAGO HIDE QUOTATIONS

PACKER HIDES

	Week ended Sept. 26, 1956	Cor. Week 1955
Lgt. native steers	16 @16 $\frac{1}{2}$ n	15a
Hvy. nat. steers	14 $\frac{1}{2}$ @15n	14 $\frac{1}{2}$ @15n
Ex. lgt. nat. steers	20n	.....
Butt-brand steers	12n	11 $\frac{1}{2}$ n
Colorado steers	12n	11n
Hvy. Texas steers	12n	11 $\frac{1}{2}$ n
Light Texas steers	13 $\frac{1}{2}$ n	.....
Ex. lgt. Texas steers	17n	15 $\frac{1}{2}$ n
Heavy native cows	14 $\frac{1}{2}$	12 $\frac{1}{2}$ @13n
Light nat. cows	16 @17 $\frac{1}{2}$	13 @14n
Branded cows	12 $\frac{1}{2}$ @13n	10 $\frac{1}{2}$ @11n
Native bulls	9 $\frac{1}{2}$ @10 $\frac{1}{2}$ n	10n
Branded bulls	8 $\frac{1}{2}$ @9 $\frac{1}{2}$ n	9n
Calfskins:		
Northern, 10/15	50n	47 $\frac{1}{2}$ n
10 lbs./down	42 $\frac{1}{2}$ n	52 $\frac{1}{2}$ n
Kips, Nor., nat., 15/25	35n	32 $\frac{1}{2}$ n

## SMALL PACKER HIDES

STEERS AND COWS:	
No. 1	10 $\frac{1}{2}$ @11n
50 lbs.	14n
11	@11 $\frac{1}{2}$ n

## SMALL PACKER SKINS

Calfskins, all wts.	.35 @36n	35 @40n
Kipskins, all wts.	.25 @26n	20 @21n

## SHEEPSKINS

SHEEPSKINS			
Packer shearlings:			
No. 1 .....	2.50@ 3.00		2.75n
Dry Pelts .....	25		22n
Horsehides, Untrim.	9.50@10.00n	7.75@8.00n	

## N. Y. HIDE FUTURES

FRIDAY, SEPT. 21, 1956

	Open	High	Low	Close
Oct. ....	13.40b	13.38	13.20	13.23
Jan. ....	13.40	13.40	13.30	13.30b
Apr. ....	13.60b	13.50	13.50	13.60b
July ....	13.70b	13.80	13.80	13.75b
Oct. ....	13.90b	13.90	13.85	13.90b
Jan. ....	14.00b	.....	.....	14.00b

Sales: 58 lots.

MONDAY, SEPT. 24, 1956

	Open	High	Low	Close
Oct. ....	13.20	13.20	13.05	13.05b
Jan. ....	13.25b	13.35	13.30	13.30b
Apr. ....	13.50b	13.68	13.68	13.60b
July ....	13.65b	13.75	13.75	13.70b
Oct. ....	13.90b	13.97	13.97	13.95b
Jan. ....	14.00b	.....	.....	14.05b

Sales: 82 lots.

TUESDAY, SEPT. 25, 1956

	Open	High	Low	Close
Oct. ....	13.10	13.40	13.10	13.30b
Jan. ....	13.30b	13.45	13.40	13.30b
Apr. ....	13.60b	.....	.....	13.45b
July ....	13.75b	.....	.....	13.60b
Oct. ....	13.95b	13.90	13.80	13.82
Jan. ....	14.05b	.....	.....	13.85b

Sales: 85 lots.

WEDNESDAY, SEPT. 26, 1956

	Open	High	Low	Close
Oct. ....	13.25b	13.15	13.10	13.40b
Jan. ....	13.35	13.35	13.95	13.00b
Apr. ....	13.50b	13.38	13.30	13.10b
July ....	13.60b	.....	.....	13.20b
Oct. ....	13.70b	13.50	13.45	13.45b
Jan. ....	13.75b	13.85	13.75	13.60b

Sales: 89 lots.

THURSDAY, SEPT. 27, 1956

	Open	High	Low	Close
Oct. ....	13.30b	13.51	13.50	13.50
Jan. ....	12.95b	13.00	12.95	12.90b
Apr. ....	13.10b	13.00	13.00	12.95b
July ....	13.20b	.....	.....	13.00b
Oct. ....	13.30b	.....	.....	13.20b
Jan. ....	13.40b	.....	.....	13.30b

Sales: 53 lots.

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4"	x 4"	x 15"
4"	x 4"	x 24"
4"	x 4"	x 30"
4 1/2"	x 4 1/2"	x 27"

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# LIVESTOCK MARKETS...Weekly Review

## Yorkshire Tops At Barrow Show; Load Title To Hamps

A lightweight Yorkshire, shown by Richard K. Bruene, of Gladbrook, Ia., captured the grand championship of the National Barrow Show. Reserve grand championship honors went to John Volk & Sons, of Battle Creek, Neb., for a light Hampshire. The truckload championship in the purebred class was won by McGuire Hampshire Farm, of Wisner, Neb., and the No. 2 spot was taken by a load of Berkshires shown by Milo Wolrab, of Mount Vernon, Ia.

At auction, the 205-lb. champion brought \$4.10 per lb. and sold to Lowell Smith of Western Buyers, Algona, Ia., for the Jones Dairy Farm, Ft. Atkinson, Wis. The reserve grand champion sold at 50c per cwt. to Geo. A. Hormel & Company, one of the sponsors of the show. It weighed 195 lbs. The grand champion truckload brought 25c per cwt. when sold to Hormel, and averaged 190 lbs. in weight.

## Young Feeders Sell \$120,000 Worth of Fat Steers At NSY

A group of 326 4-H Club boys and girls from 39 Missouri and Illinois counties staged a \$120,000 sale of fat steer and heifer cattle at NS Yards last week that featured the highest prices in nearly four years. The event, sponsored by the Producers Live Stock Marketing Association, brought to market some of the best beefs seen this year.

The top load of steers, comprising 19 head of Prime Angus, sold to Armour & Company for eastern shipment at \$31 per cwt., the highest carlot price since January 1953. The best Hereford load cashed at \$30.

## Corn Belt Fall Pig Crop To Be 8% Below 1955, Says USDA

The 1956 fall pig crop (June-November farrowings) in the nine Corn Belt states will be about 8 per cent smaller than a year earlier, the U. S. Department of Agriculture has announced after its quarterly survey. This was a further decrease from the June forecast of a 7 per cent decline. Total farrowings were estimated at 3,490,000 head for the period compared with 3,781,000 sows farrowing last year.

Based on farmers' intentions for the spring of 1957, a total of 1,531,000 sows are expected to farrow. This is 4 per cent fewer than the 1,587,000 which farrowed in the spring of 1956.

The nine-state inventory of hogs on farms six months old or older as of September 1, was given as 7,997,000 head, or 12 per cent below the 9,057,000 head last year. The total hog population for the area was estimated at 44,900,000 head, or 11 per cent smaller than last year's 50,500,000 head on the same date.

## U. S. 1956 Stock Feed Supply Nearly Equal To 1955 High

The total supply of all feed concentrates, including grains and by-product feeds, for 1956-57 is estimated at 196,200,000 tons, practically equal to last year's record supply of 196,900,000 tons, the U. S. Department of Agriculture has reported.

The USDA said the large 1956-57 feed concentrates supply appears sufficient to meet all requirements for the year and leave a carry-over into the 1957-58 season at least equal to, if not larger than the record carry-over of 44,000,000 tons this year.

A record corn supply of over 4,500,000,000 bu. was predicted for 1956-57, 6 per cent, or 265,000,000 bu. more than the previous record last year and 657,000,000 bu. above the 1949-53 average. The 1956 crop was estimated on September 1 at 3,336,000,000 bu., second only to the bumper crop of 1948. A record carry-over of around 1,200,000,000 bu. is in prospect, the USDA estimated.

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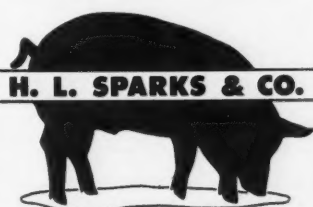
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CHATTANOOGA, TENN.  
LAFAYETTE, IND.  
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BH 1011	10	11 1/2 "
BH 1212	12	12 1/2 "
BH 1415	14	14 3/4 "

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, September 22, 1956, as reported to The National Provisioner:

### CHICAGO

Armour, 13,442 hogs; Shippers, 8,927 hogs; and Others, 20,950 hogs.  
Totals: 24,359 cattle, 671 calves, 43,328 hogs, and 5,024 sheep.

### KANSAS CITY

	Cattle	Calves	Hogs	Sheep
Armour...	3,240	1,580	2,648	2,101
Swift...	3,614	1,539	6,117	2,336
Wilson...	1,611	...	3,792	...
Butchers...	9,784	184	1,402	...
Others...	1,322	...	1,521	1,460
Totals...	19,571	3,803	15,480	5,897

### OMAHA

	Cattle	Calves	Hogs	Sheep
Armour...	7,584	6,655	2,148	...
Cudahy...	4,425	4,461	1,396	...
Swift...	4,053	5,291	1,885	...
Wilson...	2,150	4,094	1,382	...
Am. Stores...	561	...	...	...
Cornhusker...	1,399	...	...	...
O'Neill...	627	...	...	...
Neb. Beef...	630	...	...	...
Gr. Omaha...	684	...	...	...
Roth...	1,133	...	...	...
Kingman...	1,275	...	...	...
Omaha...	602	...	...	...
Others...	511	9,535	...	...
Totals...	25,634	32,036	6,567	...

### E. ST. LOUIS

	Cattle	Calves	Hogs	Sheep
Armour...	3,310	1,352	12,559	2,392
Swift...	3,902	2,029	11,043	1,963
Hunter...	1,180	...	4,204	...
Heil...	...	...	1,827	...
Krey...	...	...	33,780	...
Totals...	8,392	3,381	43,213	4,355

### ST. JOSEPH

	Cattle	Calves	Hogs	Sheep
Swift...	3,857	860	15,091	3,064
Armour...	4,314	307	6,771	1,911
Others...	4,722	148	3,346	404
Totals*	12,893	1,315	25,208	5,379

\*Do not include 89 cattle, 126 calves, 5,713 hogs and 6,586 sheep direct to packers.

### SIoux CITY

	Cattle	Calves	Hogs	Sheep
Armour...	3,963	17	8,199	2,595
S.C. Dr.	...	...	...	...
Beef...	3,531	...	...	...
Swift...	2,484	...	3,042	1,333
Butchers...	1,036	...	21	...
Others...	6,045	13	12,323	1,025
Totals...	17,039	30	23,585	4,953

### WICHITA

	Cattle	Calves	Hogs	Sheep
Cudahy...	2,414	1,023	3,433	...
Dunn...	114	...	...	...
Sunflower...	58	...	...	...
Dand...	86	...	942	...
Excel...	547	...	...	...
Bulls...	690	...	...	...
Armour...	11	...	...	36
Swift...	...	...	...	787
Others...	1,982	...	276	678
Totals...	5,872	1,023	4,651	1,825

### OKLAHOMA CITY

	Cattle	Calves	Hogs	Sheep
Armour...	3,433	713	1,436	553
Wilson...	4,079	990	1,606	600
Others...	3,760	2,025	1,172	...
Totals*	11,272	3,728	4,214	1,213

\*Do not include 2,383 cattle, 397 calves, 10,325 hogs and 6,890 sheep direct to packers.

### LOS ANGELES

	Cattle	Calves	Hogs	Sheep
Armour...	49	14	151	...
Swift...	550	34	...	...
Wilson...	587	...	...	...
Ideal...	965	...	...	...
Atlas...	960	...	...	...
United...	867	3	193	...
Com'l...	778	...	...	...
Acme...	495	...	...	...
Quality...	411	...	...	...
Goldring...	402	...	...	...
Others...	3,215	679	742	...
Totals...	9,206	730	1,086	...

## DENVER

	Cattle	Calves	Hogs	Sheep
Armour...	2,263	122	...	14,050
Swift...	716	171	1,544	4,350
Cudahy...	1,128	154	4,687	428
Wilson...	440	...	...	12,197
Others...	6,680	511	2,881	230
Totals...	11,227	958	9,112	31,255

## CINCINNATI

	Cattle	Calves	Hogs	Sheep
Gall...	...	...	...	428
Schlachter...	228	66	...	...
Others...	6,279	993	16,708	1,195
Totals...	6,507	1,059	16,708	1,823

## ST PAUL

	Cattle	Calves	Hogs	Sheep
Armour...	4,865	3,815	22,184	3,952
Bartusch...	890	...	...	...
Rifkin...	671	19	...	...
Superior...	1,494	...	...	...
Swift...	2,346	1,529	12,475	805
Others...	2,009	2,407	7,454	374
Totals...	12,215	7,770	42,113	5,131

## FORT WORTH

	Cattle	Calves	Hogs	Sheep
Armour...	1,839	2,528	1,071	3,039
Swift...	4,294	3,422	2,127	5,048
Morrell...	1,151	14	...	...
City...	684	7	...	...
Rosenthal...	298	63	...	184
Totals...	8,236	6,034	3,198	8,271

## TOTAL PACKER PURCHASES

	Week ended	Prev. week	Same week 1955
Cattle	172,426	191,671	180,263
Hogs	265,932	254,337	257,652
Sheep	81,493	91,518	83,567

## CORN BELT DIRECT TRADING

Des Moines, Sept. 26—Prices at the ten concentration yards in Iowa and Minnesota were quoted by the USDA as follows:

	Barrows, gilts, U.S. No. 1-3:
120-180 lbs.	\$12.85@15.00
180-240 lbs.	14.75@16.50
240-270 lbs.	15.60@16.50
270-330 lbs.	15.00@16.15
Sows, U.S. No. 1-3:	
330-400 lbs.	14.40@15.50
400-450 lbs.	15.40@16.15
450-550 lbs.	12.65@14.75

Corn Belt hog receipts were reported by the U. S. Department of Agriculture as follows:

	This week est.	Last week actual	Last year actual
Sept. 20	65,000	58,500	68,000
Sept. 21	55,000	66,000	71,000
Sept. 22	45,000	45,500	44,000
Sept. 23	80,000	69,000	84,000
Sept. 25	65,000	65,500	55,000
Sept. 26	60,000	66,500	55,000

## LIVESTOCK PRICES AT INDIANAPOLIS

Livestock prices at Indianapolis on Wednesday, Sept. 26 were as follows:

	Cwt.
STEERS, ch. & pr.	\$24.00@30.00
Steers, good	18.50@24.00
Heifers, choice	22.50@25.50
Cows, util. & com'l.	10.00@12.50
Cows, can. & cut.	7.50@10.00
Bulls, util. & com'l.	11.50@13.00
Bulls, good (beef)	11.50@12.00
VEALERS:	
Choice & prime	22.00@23.50
Good & choice	19.00@22.00
Calves, gd. & ch.	14.00@17.00
HOGS:	
U.S. 1-3, 120/160	13.00@14.50
U.S. 1-3, 160/180	14.50@17.25
U.S. 1-3, 180/200	16.75@17.50
U.S. 1-3, 200/220	17.00@17.60
U.S. 1-3, 220/240	17.00@17.50
U.S. 1-3, 240/270	17.00@17.50
U.S. 1-3, 270/300	16.50@17.00
Sows, U.S. No. 1-3, 180/360	15.25@16.50
LAMBS:	
Choice & prime	19.50@20.50
Good & choice	17.50@19.50

## WEEKLY INSPECTED SLAUGHTER

Slaughter of livestock at major centers during the week ended Sept. 22, 1956 (totals compared) was reported by the U. S. Department of Agriculture as follows:

	Cattle	Calves	Hogs	Sheep & Lambs
Boston, New York City Area <sup>1</sup>	9,076	12,294	59,214	46,313
Baltimore, Philadelphia	8,731	1,114	32,066	3,328
Chgo., Cleve., Detroit, Indianapolis	20,690	10,306	125,700	14,390
Chicago Area	23,959	8,304	67,591	6,673
St. Paul-Wis. Areas <sup>2</sup>	28,598	24,751	84,900	11,411
St. Louis Area <sup>3</sup>	16,546	9,029	102,744	10,053
Omaha Area	31,928	991	88,349	12,733
Kansas City	18,953	6,030	33,184	11,089
Iowa-S. Minnesota <sup>4</sup>	40,064	16,502	327,698	42,197
Louisville, Evansville, Nashville, Memphis	10,427	1,869	41,912	...
Georgia-Alabama Area <sup>5</sup>	5,531	4,603	24,003	...
St. Joseph, Wichita, Okla. City	26,390	7,995	53,660	17,052
Ft. Worth, Dallas, San Antonio	28,710	11,828	17,048	22,839
Denver, Ogden, Salt Lake City	18,069	1,567	1,285	33,679
Los Angeles, San Fran. Areas <sup>6</sup>	26,719	3,799	33,216	27,207
Portland, Seattle, Spokane	8,450	1,868	14,125	5,119
GRAND TOTALS	322,850	128,850	1,118,262	264,088
Totals previous week	355,617	134,657	1,111,106	273,000
Totals same week 1955	335,697	128,483	1,046,906	286,440

<sup>1</sup>Includes Brooklyn, Newark and Jersey City. <sup>2</sup>Includes St. Paul, So. St. Paul, Newport, Minn., and Madison, Milwaukee, Green Bay, Wis. <sup>3</sup>Includes St. Louis National Stockyards, E. St. Louis, Ill., and St. Louis, Mo. <sup>4</sup>Includes Cedar Rapids, Des Moines, Fort Dodge, Mason City, Marshalltown, Ottumwa, Storm Lake, Waterloo, Sioux City, Iowa, and Albert Lee, Austin, Minn. <sup>5</sup>Includes Birmingham, Dothan, Montgomery, Ala., and Albany, Atlanta, Columbus, Moultrie, Thomasville, Tifton, Ga. <sup>6</sup>Includes Los Angeles, Vernon, San Francisco, San Jose, Vallejo, Calif.

## LIVESTOCK PRICES AT 11 CANADIAN MARKETS

Average prices per cwt. paid for specific grades of steers, calves, hogs and lambs at 11 leading markets in Canada during the week ended September 15 compared with the same time 1955, was reported to the National Provisioner by the Canadian Department of Agriculture as follows:

STOCK-YARDS	GOOD STEERS		VEAL CALVES		HOGS*		LAMBS	
	Up to 1000 lbs.	1000 lbs. & over	Good and Choice	Choice	Grade B <sup>1</sup> Dressed	Handyweights	Good	Handyweights
Toronto	1956 \$21.00	1955 \$20.00	1956 \$24.66	1955 \$23.00	1956 \$27.93	1955 \$27.50	1956 \$21.00	1955 \$19.50
Montreal	19.90	20.50	21.85	24.00	27.15	27.50	18.70	18.25
Winnipeg	20.53	19.60	21.78	23.20	25.75	25.25	18.00	18.17
Calgary	20.45	18.33	18.35	16.95	26.03	24.66	16.85	17.50
Edmonton	20.00	19.15	17.00	19.50	26.75	25.35	18.00	17.50
Lethbridge	19.50	18.90	17.50	...	25.75	24.45	17.00	17.10
Pr. Albert	19.40	18.35	17.25	18.50	23.50	23.50	15.60	16.55
Moose Jaw	20.00	18.50	16.50	18.00	23.50	23.50	16.50	16.50
Saskatoon	19.75	18.50	18.00	20.00	23.50	23.50	16.50	16.50
Regina	19.45	18.30	16.90	18.70	24.00	23.60	16.75	17.50
Vancouver	19.95	18.25	17.00	17.45	...	...	18.75	18.50

\*Canadian Government quality premium not included.

## SOUTHERN RECEIPTS

Receipts of livestock at six southern packing plant stockyards located in Albany, Moultrie, Thomasville, Tifton, Georgia; Dothan, Alabama, and Jacksonville, Florida during week ended September 21:

	Cattle	Calves	Hogs
Week ended September 21	3,581	1,195	13,681
Week previous (five days)	3,615	1,434	16,615
Corresponding week last year	3,832	1,542	14,269



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For Tomorrow's Business

**For CRACKLINGS, BONES  
DRIED BLOOD, TANKAGE  
and other BY-PRODUCTS**



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information see  
Stedman Page  
F/ST in the 1956  
Purchasing Guide

Founded 1834

# STEDMAN 2-STAGE GRINDERS

Stedman equipment has enjoyed an enviable reputation in the Meat Packing and Rendering Industries for well over 50 years. Builders of Swing Hammer Grinders, Cage Disintegrators, Vibrating Screens, Crushers, Hashers — also complete self-contained Crushing, Grinding, and Screening Units. Capacities 1 to 20 tons per hour.

**STEDMAN FOUNDRY & MACHINE COMPANY, INC.**  
Subsidiary of United Engineering and Foundry Company  
General Office & Works: AURORA, INDIANA

## SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISIONER showing the number of livestock slaughtered at 13 centers for the week ended Sept. 22, 1956, compared:

CATTLE			
	Week ended	Prev. Week	Cor.
	Sept. 22	Week 1955	
Chicago	24,359	26,924	24,936
Kan. City	22,874	21,971	19,246
Omaha	25,082	31,622	32,262
St. Louis	11,773	15,467	12,437
St. Joseph	13,031	13,369	11,473
St. Paul	12,156	11,527	9,481
Wichita	6,847	6,560	6,027
New York & Jer. City	9,076	13,571	12,875
Okla. City	17,740	17,849	13,273
Cincinnati	5,573	5,564	5,049
Denver	14,132	15,924	17,907
St. Paul	10,206	14,775	17,091
Milwaukee	3,420	3,821	4,448
Totals	176,909	198,944	187,105

HOGS			
	Week ended	Prev. Week	Cor.
	Sept. 22	Week 1955	
Chicago	34,401	34,194	32,164
Kan. City	15,480	14,162	12,584
Omaha	8,888	14,058	13,684
St. Louis	43,213	45,408	53,575
St. Joseph	26,675	22,204	24,799
St. Paul	14,898	13,250	20,260
Wichita	12,498	11,658	12,155
New York & Jer. City	59,214	62,434	55,188
Okla. City	14,539	13,353	11,288
Cincinnati	15,906	17,146	16,107
Denver	10,301	9,196	8,234
St. Paul	34,659	25,913	47,793
Milwaukee	2,533	4,241	5,710
Totals	338,706	321,067	329,832

SHEEP			
	Week ended	Prev. Week	Cor.
	Sept. 22	Week 1955	
Chicago	5,024	4,463	5,401
Kan. City	5,597	5,273	5,307
Omaha	8,888	14,058	13,684
St. Louis	4,355	5,515	5,268
St. Joseph	11,561	10,406	9,346
St. Paul	4,061	2,904	4,180
Wichita	1,147	...	655
New York & Jer. City	46,313	53,711	48,436
Okla. City	8,103	7,723	3,854
Cincinnati	719	982	675
Denver	27,586	26,154	28,267
St. Paul	4,757	5,442	7,655
Milwaukee	1,516	1,756	1,287
Totals	119,727	138,387	134,015

\*Cattle and calves.  
\*Federally inspected slaughter, including direct.  
\*Stockyard sales for local slaughter.  
\*Stockyard receipts for local slaughter, including direct.

## CANADIAN KILL

Inspected slaughter of livestock in Canada for week ended Sept. 15:

CATTLE			
	Week ended	Same week	
	Sept. 15	1955	
Western Canada	22,102	18,856	
Eastern Canada	20,456	21,176	
Totals	42,558	40,032	
HOGS			
	Week ended	Same week	
	Sept. 15	1955	
Western Canada	32,766	35,237	
Eastern Canada	56,577	59,406	
Totals	89,343	94,643	
All hog carcasses graded	87,734	102,183	
SHEEP			
	Week ended	Same week	
	Sept. 15	1955	
Western Canada	6,797	5,826	
Eastern Canada	14,784	15,289	
Totals	21,581	21,115	

## NEW YORK RECEIPTS

Receipts of livestock at Jersey City and 41st st., New York market for week ended Sept. 22:

Cattle Calves Hogs* Sheep			
	Salable	Total (incl. directs)	Prev. week
Salable	182	312	39
Total (incl. directs)	4,888	3,768	24,679
*Including hogs at 31st St.			

## CHICAGO LIVESTOCK

Supplies of livestock at the Chicago Union Stockyards for current and comparative periods:

RECEIPTS				
	Cattle	Calves	Hogs	Sheep
Sept. 20	3,718	178	10,380	762
Sept. 21	1,802	137	11,133	529
Sept. 22	738	7	4,980	329
Sept. 24, 1956	24,903	327	9,851	1,438
Sept. 25, 1956	6,900	400	14,000	1,500
Sept. 26, 1956	17,000	300	11,000	1,500
*Week so far				
Wk. ago	42,903	1,027	34,851	4,438
Yr. ago	39,030	1,011	36,332	10,259
2 years ago	44,719	1,239	35,966	8,068
2 years ago	38,448	913	41,785	7,007
*Including 392 cattle, 9,870 hogs and 337 sheep direct to packers.				

SHIPMENTS				
	Cattle	Calves	Hogs	Sheep
Sept. 20	2,284	35	1,150	...
Sept. 21	3,021	71	1,079	346
Sept. 22	395	20	1,081	291
Sept. 24, 1956	4,943	26	1,930	883
Sept. 25, 1956	3,000	...	3,000	400
Sept. 26, 1956	8,000	...	1,000	200
Week so far				
Wk. ago	15,943	26	5,930	1,483
Yr. ago	15,707	153	5,607	2,216
2 years ago	18,941	204	5,748	1,832
2 years ago	13,760	63	2,760	100

SEPTEMBER RECEIPTS				
	1956	1955		
Cattle	191,317	193,151		
Calves	7,112	11,340		
Hogs	213,315	180,969		
Sheep	40,635	41,110		

SEPTEMBER SHIPMENTS				
	1956	1955		
Cattle	84,987	81,195		
Hogs	34,787	27,819		
Sheep	9,080	6,629		

## CHICAGO HOG PURCHASES

Supplies of hogs purchased at Chicago, week ended Wednesday, September 26				
	Week ended	Week ended	Sept. 26	Sept. 19
Packers' purch.	30,560	32,559		
Shippers' purch.	8,035	9,847		
Totals	38,595	42,406		

## LIVESTOCK EXPORTS-IMPORTS

United States Exports and imports of livestock.

	July 1956	July 1955
Exports (dom.)	No. 1,063	No. 1,856
Cattle for breeding	1,063	1,856
Other cattle	1,042	327
Imports	No. 1,042	No. 327
Cattle for breeding, free	1,042	327

Cattle for breeding, free			
	1956	1955	
Canada			
Bulls	73	36	
Cows	1,379	1,780	
Other countries	1	1	
Bulls	1	1	
Cows	1	1	
Cattle, other edible			
Canada			
Over 700 lbs. Dairy	2,160	1,775	
Other	181	2,063	
200-700 lbs.	40	24	
Under 200 lbs.	472	504	
Mexico			
Over 700 lbs. Dairy	...	...	
Other	693	144	
200-700 lbs.	770	863	
Hogs			
Hogs—edible	37	772	
Sheep, lambs, goats, edible	15	50	

## LIVESTOCK RECEIPTS

Receipts at 20 markets for the week ended Friday, Sept. 21, with comparisons:

Cattle			
	Week to date	Week to date	Previous week
359,000	438,000	236,000	
410,000	462,000	264,000	
Same wk. 1955	359,000	459,000	225,000
1954 to date	11,351,000	17,631,000	6,249,000
1955 to date	10,790,000	15,442,000	6,226,000

## PAFIFIC COAST LIVESTOCK

Receipts at leading Pacific Coast markets, week ended Sept. 20:				
	Cattle	Calves	Hogs	Sheep
Los Ang.	11,700	1,550	1,100	125
N. P. land	4,000	900	1,875	4,750
San Fran.	1,050	300	650	2,300

## LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five western markets on Tuesday, Sept. 25, were reported by the Agricultural Marketing Service, Livestock Division as follows:

St. L. N.S. Yds. Chicago Kansas City Omaha St. Paul

### HOGS (Includes Bulk of Sales):

BARROWS & GILTS:				
U.S. No. 1-3:				
120-140 lbs.	\$13.25-15.00	None qtd.	None qtd.	None qtd.
140-160 lbs.	14.75-16.00	None qtd.	None qtd.	None qtd.
160-180 lbs.	15.75-16.50	\$15.25-16.50	\$14.75-16.00	\$14.75-16.00
180-200 lbs.	16.50-17.00	16.25-17.25	15.75-16.85	15.75-17.00
200-220 lbs.	16.50-17.25	16.75-17.35	16.65-17.10	16.50-17.25
220-240 lbs.	16.50-17.25	16.85-17.25	16.65-17.10	16.50-17.25
240-270 lbs.	16.50-17.00	16.90-17.10	16.65-17.00	16.50-17.25
270-300 lbs.	16.25-16.75	16.50-17.00	16.50-16.75	16.25-16.75
300-330 lbs.	None qtd.	None qtd.	None qtd.	None qtd.
330-360 lbs.	None qtd.	None qtd.	None qtd.	None qtd.

Medium: 160-220 lbs. 15.00-16.25 14.75-16.25 14.25-16.00 15.25-16.25 14.75-15.75

### SOWS:

U.S. No. 1-3:				
180-270 lbs.	15.75 only	None qtd.	None qtd.	16.25-16.50
270-300 lbs.	15.75 only	16.25-16.50	16.00-16.25	16.25-16.50
300-330 lbs.	15.75 only	16.25-16.50	16.00-16.25	15.50-16.25
330-360 lbs.	15.50-15.75	16.00-16.25	15.75-16.00	15.50-16.25
360-400 lbs.	15.25-15.50	15.75-16.25	15.50-15.75	15.50-16.25
400-450 lbs.	15.00-15.25	15.50-16.00	15.00-15.50	15.50-16.25
450-550 lbs.	14.25-15.00	14.75-15.50	14.75-15.00	15.00-15.50

Boars & Stags:				
	all wts.	10.00-13.00	8.00-11.00	9.00-11.00
None qtd.	None qtd.	None qtd.	None qtd.	None qtd.

### SLAUGHTER CATTLE & CALVES:

#### STERS:

Prime:				
	700-900 lbs.	None qtd.	None qtd.	None qtd.
900-1100 lbs.	None qtd.	28.50-31.50	None qtd.	28.50-30.00
1100-1300 lbs.	None qtd.	29.00-31.50	29.00-31.00	29.00-30.50
1300-1500 lbs.	None qtd.	30.25-33.00	29.00-31.50	29.00-30.50
Choice:				
700-900 lbs.	24.50-28.50	23.75-28.50	24.00-28.75	23.75-30.00
900-1100 lbs.	25.00-28.50	25.75-30.25	24.75-29.00	24.00-30.00
1100-1300 lbs.	25.00-28.50	25.75-30.25	25.00-29.00	24.25-30.50
1300-1500 lbs.	24.50-28.50	26.25-30.25	25.00-29.00	24.25-30.50

Good:				
700-900 lbs.	20.50-25.00	None qtd.	18.00-24.50	18.00-24.00
900-1100 lbs.	21.00-25.50	20.50-25.75	19.00-25.00	18.50-24.25
1100-1300 lbs.	21.00-25.50	21.00-26.25	19.00-25.00	18.50-24.25
Standard:				
all wts.	16.00-20.00	16.00-19.50	15.00-18.50	None qtd.
Utility:				
all wts.	14.50-16.00	14.50-16.00	13.00-15.00	None qtd.

### HBEIFERS:

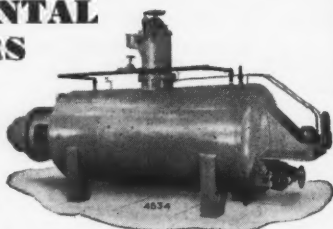
Prime:				
600-800 lbs.	None qtd.	None qtd.	None qtd.	None qtd.
800-1000 lbs.	None qtd.	25.75-28.50	26.75-29.00	26.00-27.50

Choice:						
600- 800	lbs..	24.00-26.50	22.00-25.75	21.50-26.75	23.00-25.00	23.00-25.00
800-1000	lbs..	24.00-26.50	23.00-26.25	23.00-26.75	23.50-25.50	23.50-25.50
Good:						
500- 700	lbs..	20.00-23.00	19.00-23.00	18.00-21.50	18.00-21.00	18.00-21.00
700- 900	lbs..	20.50-23.50	20.00-23.50	19.00-22.00	18.50-21.50	19.00-22.00
Standard:						
	all wts. . .	14.00-19.00	15.00-20.00	14.00-17.00	None qtd.	15.00-18.00
Utility:						
	all wts. . .	12.50-14.00	13.50-15.00	12.50-14.00	None qtd.	13.50-15.00

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